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# THE CHEMIST AND DRUGGIST

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Official organ of the Pharmaccutical Society of Ireland and of the Pharmaccutical Society of Northern Ireland

Volume 179

CAREERS SECTION:

April 27, 1963

No. 4341

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# The CHEMIST AND DRUGGIST

Volume 179

APRIL 27, 1963

No. 4341

# Two Evans Medallists 1963

# AWARDS AT GUILD'S FORTIETH BIRTHDAY

THIS year the Council of the Guild of Public Pharmacists decided there was cause for awarding two Evans gold medals, and they were presented at Manchester on May 20 before the Guild's annual meeting. Both, said the president (Mr. W. Mott), were richly deserved.

Making the presentations, Mr. M. J. Smith (a director, Evans Medical, Ltd.), said that hospital pharmacists in general carried out much painstaking work, and shouldered many responsibilities, without much in the way of public thanks. The two 1963 medallists exemplified that tradition of service. Miss M. C. Islip had been thirty years in a children's hospital, twenty years on the Guild Council and for a ten-year period on the Council of the Pharmaceutical Society of Great Britain. Mr. Stephen Powlson's twenty years' service to the Guild was marked by many major milestones, including a term as president.

Acknowledging the awards, Miss Islip said her career in pharmacy had been both interesting and fulfilling, helped at an early stage by the wise counsel of Dr. Donald Winnicott; during the whole of her time at Paddington Green hospital by the staff and administration there; and for the past nineteen years by her close colleague Miss Dorothy Jones. Miss Islip urged young hospital pharmacists not to let shyness deter them from public work in pharmacy, nor to lose their early enthusiasm and idealism, especially at a time when the Guild's projects in planning—for her "the spice of life"—could now show how much of value hospital pharmacy, had to offer to the community.

macy had to offer to the community. Mr. Powlson said he regarded the award as being a tribute to all of his colleagues who were giving honorary service to the Guild as council members and officers. He gave a brief outline of the Guild's history since its formation in 1923 (by the amalgamation of the Public Pharmacists' Association and the pharmacy unit of the Hospital Officers' Association). Three main periods in the story of the Guild were the years 1923-33, when it had been mainly a London group, and essentially social; 1933-46, during which it had widened to the provinces with active branches in Liverpool, Manchester and the East Midlands, and had developed "in the salaries field"; and the years from 1946, when it had, especially since the establishment of the National Health Service, "gone from strength to strength," introducing national salary scales, providing the

staff side of the Whitley Council, and widening its sphere of interest.

# **Industrial Pharmacists**

MEETING IN MADRID

GOOD progress is reported to have been made at the annual committee meeting of the section of industrial pharmacists, International Pharmaceutical Federation, held in Madrid on April 8, in preliminary discussions with directors of control laboratories on the subject of "overages" in pharmaceutical specialities. The discussions are being continued to arrive at an agreed report, Dr. Kalthoff, Germany, introduced a discussion on the importance to the future development of the pharmaceutical industry of trade mark rights and adequate patent protection in respect of the products of the industry's research. The subcommittee concerned was asked to prepare a detailed memorandum to serve as a source of information for section members and other interested persons and organisations.
The financial statement showed that the current financial position was satisfactory, but the section would require increased income after 1964. Professor Larose, Canada, presented the provisional plans of the subcommittee on pharmaceutical technology for the holding of a morning symposium on the

sterilisation of pharmaceutical products at the 1964 general assembly of the I.P.F. in Amsterdam in September 1964. Great Britain was represented in Madrid by Mr. A. Duckworth (Association of the British Pharmaceutical Industry) and Mr. W. G. Hollis (Proprietary Association of Great Britain).

# Forensic Medicine

INTERNATIONAL MEETING IN LONDON

OVER 500 delegates from all parts of the world attended the third International Meeting on Forensic Immunology, Medicine, Pathology and Toxicology held at the School of Pharmacy, University of London, April 16-24. Many of the papers and much o discussion at the toxicology sessions were concerned with the harmful effects of drugs, considerable attention being paid to poisoning, both accidental and intentional, and its treatment. Speakers stressed the need for domestic and international co-operation in the exchange of knowledge on poisoning and the benefits to be derived from poisons information and regional treatment cen-tres. Dr. F. E. Camps presided. Miss Mary A. Burr (president of the Pharmaceutical Society) was among the twenty-seven vice-presidents. Closing a session on poisoning, Miss Burr said that poisons legislation was out of date and that for the past twenty-five years the Pharmaceutical Society had been making representations to the Government for changes. It was the Government's responsibility to educate the public to the dangers of medicines not taken in a proper manner. Miss Burr called for all new drugs to be available on prescription only and for all medicinal preparations, including animal medicines, and household products to be labelled with their formulas





GOLD MEDALLISTS: Mr. M. J. Smith (a director, Evans Medical, Ltd.) presents the Evans medals, 1963, to Miss M. C. Islip and Mr. S. Powlson.

# "Jeunes Patrons"

PRE-CONGRESS TOUR IN ENGLAND

SIXTEEN members of the pharmaceutical section of the Centre des Jeunes Patrons, an organisation mainly of proprietors of businesses, some in industry and some in general practice, is arriving in England four days in advance of the Franco-British Pharmaceutical Congress in order to visit factories and laboratories in Liverpool, Manchester and London. During their tour they will be entertained by Mancsty Machines, Ltd., Speke, where Mr. K. W. Hargrove, M.P.S., will address them on aspects of tablet manufacture before they go round the works. They will be guests at a cocktail party organised by Evans Medical, Ltd., and attended by officers of the Liverpool Chemists' Association and Branch of the Pharmaceutical Society. At Manchester they will visit the research laboratories of Imperial Chemical Industries, Ltd., after an address on pharmaceutical research, and will attend a dinner organised by the Manchester Branch of the Pharmaceutical Society. In London they will visit the Beckenham laboratories of Burroughs Wellcome & Co., and the headquarters of the Wellcome Foundation, Ltd. The Council of the Pharmaceutical Society will entertain them at its headquarters. On May 6 they will travel to Bourne-mouth for the Congress.

# Tax Systems

REPORT BY DEVELOPMENT COUNCIL

THE fact that Continental countries grown faster than the United Kingdom in recent years may be due in part to their having adopted different tax systems. That is stated in "Conditions Favourable to Faster Growth," the third and final part of the National Economic Development Council's first report on the implications of a 4 per cent, growth rate on the United Kingdom economy between 1961 and 1966. Of the types of tax changes that might encourage faster growth in Britain most space is given to a discussion of the advantages and disadvantages of a comprehensive single-rate value-added tax. It may be argued, says the report, that a tax on value added is more conducive to growth than a special tax on profits. "To tax profits specially is to tax the reward of efficiency (though profits are not always a criterion of efficiency). . . . The substitution of a efficiency). . . The substitution of a value-added tax for the present profits tax would, on that argument, tend to reduce the tax burden on efficiency relatively to inefficient firms.

If a value-added tax were adopted, its rate would need to be about  $5\frac{1}{2}$  per cent, to give the same yield as the present purchase tax. If it replaced profits tax (now 15 per cent.) the rate would have to be about  $2\frac{1}{2}$  per cent. The substitution of a value-added tax for a profits tax would present difficulties and raise wider questions of equity.

On investment allowances industry's confidence in such incentives to expansion would need to be increased. Businessmen should be given such assurance as was constitutionally possible that such allowances would not be reduced without, say, two or three years' notice.

# **Exporting to Europe**

DESIGN CENTRE DISPLAY

THE Lord Mayor of London is visiting the Design Centre on April 29 to inaugurate a display of about 500 products selected from Design Index (the Council of Industrial Design's illustrated record of good industrial design) because they are all being currently exported to Europe. Sir William McFadzean (chairman of the Export Council for Europe) will also speak, The contents of the Centre are being arranged to demonstrate that good modern design plays a real part in exports to Europe, the importance of which has not been diminished in any way by the results of the Common Market negotiations.

# **International Trade**

EUROPEAN REPRESENTATIVES TO MEET

THE United Commercial Travellers' Association has arranged a two-day meeting in London at which delegates from all over Europe will discuss such problems as harmonisation of laws appertaining to selling in the international field and the availability of greater facilities for commercial representatives. Fuller details are available from the secretary of the Association, 180 Tottenham Court Road, London, W.1.

# Dangerous Drugs Act

AUTHORITIES RESTORED

THE Home Office announces that the authorities to possess, supply and prescribe Dangerous Drugs have been restored to Dr. Alexander Gordon Bonneyman, His registered address when the authorities were withdrawn was 10 Baird Grove, Murrayfield, Edinburgh. [Subscribers should amend the appropriate list on p. 289 in the C. & D. Diary and Year Book.—EDITOR.]

# Trade Drive in Europe

SERIES OF "BRITISH WEEKS" IN 1964

A MASSIVE sales attack on the European consumer is being planned by the Board of Trade and Export Council for Europe. "British Weeks" are being devised in major European cities inside the Common Market and elsewhere, principal targets for 1964 being Düsseldorf in May and Copenhagen in September.

# Wellcome Trust

GRANTS FOR MEDICAL RESEARCH

THE Wellcome Trustees announce that they made grants totalling £500,000 to assist research on human and animal medicine during the half-year ended on March 31. One grant of £5,560 was to the School of Pharmacy, University of London, to purchase a scintillation spectrometer and ancillaries.

# IRISH NEWS

THE REPUBLIC

# **Donegal Chemists**

LETTER TO FAIR TRADE INQUIRY

A COPY of a protest letter sent to the Fair Trade Inquiry, in which members

asserted the right of chemists to be the proper retailers of medicines to the public, was read at a meeting of the Done-gal Chemists' Association held in Ballybofey on April 3. The principle that the freedom of the supplier (whole-saler) should not be restricted was vigorously opposed, as it was considered that the indiscriminate supply of medicines would not be in the public in-terest. The need for a public relations or liaison officer for the pharmaceutical profession was also discussed, and a motion that a voluntary public relations committee should be established was passed, the chairman (Mr. V. G. McElwee) being requested to bring the motion to the notice of the Council of the Pharmaceutical Society of Ireland. The uneconomic pricing of the obstetric pack in the county council mother-andchild scheme was again discussed, and the secretary directed to write to the Association protesting Irish Drug against the present position, and requesting that an economic price should be negotiated without delay. It was agreed that the following resolutions should be put on the agenda of the next delegates' meeting of local associations being held in Dublin during May: That (1) a professional dispensing fee of 2s. 6d. and (2) that good initial terms of entry to a possible National Health Service should be striven for before pharmacists agreed to participate in such a scheme.

# Turnover Tax

SIXPENCE IN £ ON RETAIL SALES

THE Government of the Republic of Ireland is to impose a sales tax of sixpence in the £1 from November 1. Dr. James Ryan (Minister for Finance), announced it when he presented his Budget in the Dail on April 23. The tax will be on turnover, not on individual sales, and the trader will not have to apply a uniform percentage increase to the price of every commodity. The tax, estimated to bring in about £3 millions in the current year, will include services as well as retail sales. It will not apply to exports. Corporation profits tax will go up from 10 to 15 per cent.

# Lourdes Pilgrimage

AUGUST ARRANGEMENTS

THE annual Irish pharmaceutical pilgrimage to Lourdes is leaving Dublin airport on August 3 and returning on August 14. Fare is £33 10s. Intending pilgrims should apply to the honorary secretaries, 69 Palmerston Road, Rathmines, Dublin, 6, sending a deposit of £3. The organising committee stress that the pilgrimage is organised on a non-profit basis, and that any surplus will be returned.

# IRISH BREVITIES

THE NORTH

THE Northern Ireland Budget is to be presented on May 21.

Candidates wishing to enter for the summer examinations of the Pharmaceutical Society of Northern Ireland should submit forms of application to the secretary, 73 University Street, Belfast, 7, on or before May 1.

# NEWS IN BRIEF

STOKE city council has opened its second health centre at a cost of £55,744. It has facilities for four doctors.

A LIST of studies in the workings of hospitals has been published as a memorandum (H.M. (63) 18) by the Ministry of Health.

DRUGS, all scheduled poisons, were stolen in a recent raid on the Ideal Pharmacy, 248 Cheetham Hill Road, Manchester.

GUIDANCE on the design of a hospital administrative department is given in No. 18 of the Ministry of Health Hospital Building Notes (H.M. Stationery Office, price 2s. 6d.).

A SUGGESTION that a mobile pharmacy should operate in the Chapelen-le-Frith area of Derbyshire on Sundays has been turned down by the Derbyshire Executive Council.

THE Ministry of Health has asked Executive Councils to provide details of the chemist contractors, drug stores and appliance contractors that submitted prescriptions during 1962, together with the number of prescriptions each dispensed and at what total cost.

LIGHTERS, watches, pens and spirits worth about £200 were stolen by thieves who entered the pharmacy of Gordon Lock (Louth), Ltd., 61 Eastgate, Louth, Lincs, recently. It was the third raid on the premises in the past five months. The pharmacy of Gordon Lock (Grimsby), Ltd., Chantry Lane, Grimsby, has also been raided.

In the election of five members to the council of the Guild of Public Pharmacists, 1963-64, the following were returned at the annual meeting on April 20:—W. G. SMITH, 212; E. J. FITCHETT, 188; N. W. BLACOW, 186; R. FIELD, 186; Mr. C. H. P. ROBINSON, 186. Mr. J. C. Barfield was runner-up. Only 299 papers were returned out of 1,200 sent out.

# **SPORT**

Golf.—South London and Surrey Pharmacists' Golfing Society, Fifty-six members and visitors played in a Stableford competition at Effingham golf club on April 17. Results: Banstead Bowl, 1, H. P. Southcott (Royal Blackheath), 33 points; 2, F. Jamieson (Woodcote Park), 31 points; 3, R. E. Hedges (Langley Park), 31 points, Scratch to seventeen handicap prize, E. Foster (Coulsdon Court), 30 points, Eighteen and over handicap prize, W. McElhinney (Shooters Hill), 29 points. Best score on first nine holes, G. G. Jamieson (Croham Hurst), Best score on last nine holes, S. Hutchinson (Royal Blackheath), Visitors' prizes, 1, D. Hedges (Langley Park); 2, A. Fuller (Shirley Park).

# LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Tees-side.—Chairman, D. B. Washington; Vice-chairman, R. H. Bowman-Jones; Secretary and Treasurer, T. Gould, 16 Clarendon Road, Thornaby-on-Tees, Stockton-on-Tees, co. Durham.

## PHARMACEUTICAL COMMITTEES

Buckinghamshire, — Chairman, G. F. A. Downer; Vice-chairman, H. P. Elliott; Secretary and Treasurer, Miss H. E. Walker, 46 Well Street, Buckingham, Bucks.

Street, Buckingham, Bucks.

Middlesex.—Chairman, T. J. Mapstone; Vice-chairman, S. J. Turner; Secretary, J. Anderson Stewart, 6 Southampton Place, London, W.C.I. Pharmaceutical Service Committee, T. J. Mapstone, F. H. Mylroi, R. H. Rowson, B. Boasten, H. G. Moss, S. J. Turner.

# TOPICAL REFLECTIONS

By Xrayser

# Council election

Only the presence of two ladies in the twenty-two photographs on pp. 424-25 dispelled the illusion that you had forsaken pharmacy for the football field, and that what I was looking at was the line-up for the Cup Final at Wembley. It must be a considerable time since as many as two score and two offered themselves to the pharmaceutical electorate, although I think I am right in saying that the number of candidates was high in the years following the end of the 1939-45 war, when so much was hoped for and so little realised. Some of those standing are already members of the Pharmaceutical Society's Council, though a notable absentee is Mr. J. F. McNeal, who had occupied a seat since before the war, and who gained the unique distinction of holding the office of vice-president on two occasions without achieving what had seemed to be the natural sequence of filling the president's chair. Of the others, two are not strangers to the scene, having been members of Council before, and they now seek to return to the centre of things after a spell in the wilderness. Of the remainder, one or two have offered themselves for election before, and narrowly failed to make the grade. That leaves about a dozen who are attempting to break through, no doubt encouraged by the fact that there are two vacancies to be filled and that the past two or three elections have shown that "possession" is no longer the nine points it was once thought to be. Last year, it will be recalled, the Minister of Health took a hand and indirectly affected the results. Now, following the rebuff by the National Pharmaceutical Union of the request of the Pharmaceutical Society to secure representation on the Central N.H.S. (Chemist Contractors) Committee—a rebuff also to the expressed feelings of the annual general meeting a year ago-we may witness the electors' reaction to the chain of events over the past twelve months.

# Branch resolutions

The publication of the views of the Council of the Pharmaceutical Society in the matter of the resolutions passed at the Branch Representatives' meeting in May last year is timely. It is apparent that the resolutions have been reviewed with considerable care and thought, and representatives must feel a sense of satisfaction in the progress reported. It is not to be expected that final conclusions should be reached on all of the problems, and there is little to cavil at in the Council's observations. The resolution asking for pharmacists to have the sole responsibility for the compounding, dispensing and retail sale of medicines is not easily carried into effect, but there is no doubt that the position has been strengthened as a result of the Society's evidence before the subcommittee on Safety of Drugs, and by the minority report, of the two pharmacist members of that body. It is consolation that, although the Government did not act on that section of the report, the responsible Press gave full credit to the views of both the Society and its members on the Committee. It must not be forgotten that there is a powerful opposition to the more restricted market for some medicinal preparations which would result from the sales being confined to pharmacists. A big industry has strong vested interests in the widest possible distribution.

# Patent medicines

As long ago as 1946, Mr. (now Sir Hugh) Linstead stated, in a pamphlet called "Patent Medicines—An Indictment," that the Minister of Health and the Secretary of State for Scotland must accept responsibility for the supervision of proprietary medicines in the interests of public health, and must be armed with powers to prescribe standards for medicines and advertisements. He also stated that, if the best elements in the industry itself found it possible, in collaboration with the Ministry of Health, to hammer out an agreed Bill, then it should not be impossible to find the necessary few hours to pass the Bill through Parliament. That observation is capable of a much wider application.

# Planning and Method in Hospital Pharmacy

GUILD'S WEEK-END SCHOOL AT MANCHESTER

GUEST lecturers from industry, the Ministry of Health, Manchester University, and Manchester Royal and Leeds General Infirmaries sparked off lively and purposeful discussions at the third week-end school organised by the Guild of Public Pharmacists and held at Woolton Hall, Manchester, April 19-21. 140 Guild mcmbers attended,

Subjects dealt with included organisation and methods ("O. & M.") in industry and in the Health Service, "planning for quality," operational research in hospitals, and the pharmacist as administrator. One aspect of planning-work study-had been considered at a previous week end school.

# Scope of the Subject

Organisation and methods were defined by the first speaker (MR. HUDSON DAVIES, a director of Pilkington Bros., Ltd., and chairman of the statistical and financial comparisons committee, Advisory Council for Management Efficiency) as the study of administrative and office procedures. Its object, as of work study and operational research, was to make better use of men, materials, money and time. Designed to reveal improved methods, O. & M. inquiries meant change, a prospect rarely welcome, he said, since it engendered in most people feelings of insecurity. People in positions of responsibility should know its objectives and likely consequences, and be able to give clear explanations to those whom it might affect. Redundancies, or changes of status, could generally be avoided in the short run, time itself effecting changes in the right direction through turnover of personnel. But it was not possible to give an absolute guarantee of no redundancy. Sometimes even supervisors and managers were apprehensive, not so much of losing their jobs but of being criticised for putting up with old methods too long. Sensible handling could avoid that. What was wanted was confident and cool examination of results by all concerned.

Investigation first put the question Why?"—followed by "What?," "Why?"—followed by "What?,"
"When?," "Wherc?," "Who?" and "How?"The investigator might use organisation diagrams, duty lists, flow diagrams, or methods such as time study, activity sampling or the building-up of job times from standard data. "Activity sampling" involved random observations of the state of a department at any time, and "standard data," based on recorded observations of many operations over a period, was becoming more useful as it increasingly accumulated.

After the investigation came the phase of installing new methods, and that meant restraining, dealing with unexpected snags, and seeing the activity stabilised on its new lines. In any big scheme revisits were necessary. Returns from O. & M. were high in money terms and cumulatively, and the system was becoming increasingly important as the ratio of salaried personnel to wage earners grew (by reason of automation, the increased size of many industrial undertakings, Government intervention—causing more paper work increasing complexities of administration, etc.). For salaried staffs there were usually no incentive schemes, and what was sought was a steady, reasonable output from ordinary people in good working conditions.

The subject was brought closer to specific hospital requirements by the next speaker, Mr. P. J. WARD (of the Ministry of Health's O. & M. Division). He started with definitions, as recommended in 1960 by the Advisory Council for Management Efficiency:

OPERATIONAL RESEARCH deals with scientific analysis on a broad field or with cases of a general or repetitive type.

Work Study is mainly concerned with specific problems of design, operation or maintenance.

Organisation and Method is primarily concerned with administrative structure and procedures and lends itself to cen-

tral organisation.

Organisation, he said, was the process of dividing work into convenient tasks or duties, of delegating duties in the form of posts, and of appointing suitable staff to be responsible that the work was carried out as planned. Good organisation produced a harmonious inter-relationship of functions and staff. O. & M. studies were not complete without taking into account the efficiency of the management (or administrative) machinery. Applied to any operation, the studies posed the questions what was the purpose, and what would happen if it were not done? Was every part of the job necessary? Who did the work? Who could do it better? Could it be done by a person with less skill and training? Where was it done? Could it be done with advantage somewhere else? Could it be done earlier or later? Work studies showing a high proportion of time of a technician on other than technical work raised the question whether the department had adequate clerical or ancillary staff.

#### Ministry's O. & M. Unit

Substantial use had been made of the techniques in the planning work that preceded the N.H.S. Act, 1946, and in 1954 the Minister had decided to set up an O. & M. team on an experimental basis. The Unit's work, with the results of studies by regional hospital boards and teaching hospitals, showed that important improvements in procedures and working arrangements were possible, that services could be improved without increased cost, and that appreciable economies could be effected. In the light of the results, the Minister decided in 1958 to establish a permanent hospital organisation and methods service, and to give regional hospital boards and teaching hospitals authority to appoint full-time officers specialising on O. & M. and work-study activities. Those activities were reflected in halfa-dozen hospital memoranda published as H.M.'s

Time study, said Mr. Ward, was a big element in any investigation of management efficiency, but stop-watch techniques were less applicable in hospitals. More important was to take account of the efficiency of administrative machinery, and to examine the use made of human material. There was a prima facie case for having a good look at the pharmacy departments of hospitals, particularly as to systems of costing, arrangement of ward cup-boards; ward stock control; and the distribution of drugs within the hospital. He did not know enough of hospital pharmacy to recommend principles that could be universally applied in it, but clearly the skill and knowledge of the pharmacist must be applied in seeing that the best drugs were used in treating patients. To harness the experience of supplies officers might be useful, and it then became important to know what safeguards were provided by way of formal consultation, and whether the pharmacist needed assistance—if so, what ?—to relieve him of routine work.

No study had yet been done on phar-maceutical work, but a start had been made on studies to investigate ordering procedures and the receipt of pharmaceutical supplies; on the operation of central sterile supply services; and on

disposable supplies.

# Questions Answered

MR. T. D. CLARKE, Manchester, asked for reassurance as to the professional standing of "O. & M. people," some of whom seemed to have a bias against chief pharmacists. MR, WARD said he would like to think all such people were disinterested, but their failings were those of human beings in other walks of life.

walks of life.
MR. E. T. GRIFFITHS, Cardiff, said that methods might be successfully applied in a department, only to be later rendered chaotic by staff changes. He rendered chaotic by stan changes doubted the value of close stock con-trol, or of elaborate machinery for disposing of outdated stocks. The speaker replied that he did not necessarily believe in stock control of every item, but it could, if it were to be applied selectively, effect valuable econo-

mies.

MR. M. CRANE, North Shields, said that what many pharmacists were looking for was an impartial and informed referee. For help on O. & M. should they apply to the regional or to the central authority? He thought architects' plans for new hospital buildings needed looking at by O. & M. experts. Mr. WARD said he believed that the investigator, devoting his whole interest to a particular activity, assimilated some-thing of that person's outlook and standards. Regional O. & M. teams were available to hospital management committees, and many past findings had been put in the Ministry's "Building Notes." Recommendations had been made by his department that O. & M. should be represented in planning teams from the start.

The Saturday morning session opened with a paper on "Planning for Quality" by Dr. Gordon Forsyth (department of social and preventative medicine, University of Manchester). The National Health Service, he said, was comprehensive, contrasting with free-enterprise systems in, for example, the U.S.A. Its comprehensiveness allowed services to be planned. He approved the British Government's priorities in giving first place to housing and second to education, but said that the turn of the hospitals had now come. The problem was how to organise to meet patients' needs. The planning process called for activity measurement and its interpretation. Statistics entered into any such inquiry but unfortunately there were great deficiencies in currently available statistics (namely the "SH3" returns; the Registrar-General's hospital patient inquiry; and routine hospital returns). There were people who tended to reassure themselves with figures, without first satisfying themselves that the figures were accurate and meaningful.

The question of operational research in hospitals was dealt with by Mr. J. C BERESFORD (department of industrial administration, Manchester University). He said operational research—started during the 1939-45 war—was an application of the scientific method to help management to make some decision. It used a mixed-discipline approach; was often concerned with complex systems with interacting parts; sought measures of effectiveness; and then tried to optimise the results of the various parts of the system to obtain the best overall result. Essential stages in any O.R. study were definition of the problem; identification of important factors; collection of data; analysis, followed by formulation of a model; use of the model to see what was happening; implementing the results; and check-back.

In hospitals, studies might be into

lengths of stay of patients and staff;

measures for training, organisation, etc.;

and significant differences between hos-

pitals.

Mr. Beresford gave illustrations of the use of the method to investigate queueing in relation to the number of points of service, and under conditions of random and steady arrivals; to stock control; and to "allocation" (as of members of a team, to derive maximum advantages from their various talents). In stock control, he showed how the situation was influenced on the one hand by the quantities ordered and held, run-out of stock, and discounts obtained, and on the other by demand—and variations in its rate—delivery time, etc.

## Discussion

MR. A. R. WHITTINGHAM, Sussex, said the theoretical approach was, for drug ordering, complicated by the fact that variations of demand were much greater than in industry; and MR. J. A. MYERS, Edinburgh, asked whether the cost of placing an order had, like the cost of sending a letter, been evaluated. MR. C. H. PRESTON ROBINSON deprecated a tendency to rely on statistics obtained on forms filled by persons of widely varying intelligence, and regarded "cost per 100 prescriptions" as

a fallacious standard to apply to a hospital pharmacy department. The speakers replied that the method could be applied even where demand fluctuated; that the cost of placing an order was in the range of twice the cost of sending a letter; that forms could be designed to minimise errors in filling; and that an incorrectly chosen basis of comparison did not necessarily invalidate the method.

(To be concluded)

# STERILISATION PRACTICE IN EUROPE

# What the Geigy Travelling Fellow found

DURING the week-end school of the Guild of Public Pharmacists (see p. 438), the 1962 holder of the Geigy Travelling Fellowship (Mr. E. R. Tallett, F.P.S., Burnley) surveyed sterilisation and storage methods in use in five European countries for surgical dressings and instruments: syringes; catheters; water for operating theatres; and cystoscopes and similar instruments. His findings are summarised in the following table:—

were wide users of Portland film for wrapping instruments for autoclaving. One of the lessons he had learned from his tour was that technicalities were only important in the early stages of establishing a central sterile syringe service. Subsequently the only absolute requisite was enthusiasm. He had seen plenty of well run departments by people of very different backgrounds. He had returned convinced of the superiority of the bottle to the tank

		U.K.	Finland	Denmark	Sweden	Belgium	Germany
SURGICAL DRESSINGS	• • • • • • • • • • • • • • • • • • • •	AU.D.D. or	AU.D.D.		AU.D.D. or	AU.D.D.	AU.D.D. or
SURGICAL INSTRUMENTS	,	AU.H.V. Boil or AU.	AU, or	AU.H.V. Boit or	AU.H.V. Boil or	Dail on	AU.H.V.
SURGICAL INSTRUMENTS	•••	or H.A.	H.A.	AU.	AU.	Boil or AU.	AU.
Syringes	• • • •	Boil or	AU.	AU.	AU.	AU.	AU.
CATHETERS		H.A. Boil, IRR.	AU.	Boil or	AU, or	Boil or	ATT
CATALONIO III	•	AU.	no,	AU.	ETOX.	AU.	AU,
WATER FOR THEATRE		Tanks or	Bottles	Tanks	Tanks	Bottles	Bottles
CYSTOSCOPES, ETC		Bottles Chemicals	(bought) ETOX,	Chem.	Chem.	(bought) Chem.	Chem.
		some by heat					

KEY TO ABBREVIATIONS

H. A.=Hot. air.

AU.D.D. = Downward displacement autoclave. AU.H.V. = High prevacuum autoclave.

navian countries, sources of paper,

Visits were made to eleven hospitals and to five manufacturers. Mr. Tallett commented on the curious fact that Scandiable

ETOX. = Ethylene oxide. IRR. = Irradiation. method of producing sterile water. He

would like to see ethylene oxide available in Britain, as it already was in Finland, in cans.

# **BRANCH EVENTS**

# FIFE

# Dinner and Dance

THE annual dinner and dance of the Fife Branch of the Pharmaceutical Society was held in Kirkcaldy recently. Dr. G. H. Macmorran (resident secretary of the Society's Scottish Department), Mrs. Macmorran, Mr. J. B. Grosset (a member of Council) and Mrs. Grosset were the principal guests and the 114 members and friends who attended were welcomed by Mr. F. Melrose (Branch chairman). During the evening a sum of money was raised for the Society's Benevolent Fund. Mr. J. Michie and his committee organised the function.

## NORTH STAFFORDSHIRE

# Contribution to a Medical Institute

GUESTS attending the annual dinner and dance of the North Staffordshire Branch of the Pharmaceutical Society in Stoke-on-Trent on February 28 included Sir George Wade (chairman of the council of the North Staffordshire Medical Institute Foundation), and Lady Wade, and Mr. C. W. Maplethorpe (vice-president, Pharmaceutical Society) and Mrs. Maplethorpe. Proposing a toast to the Pharmaceutical Society Sir George expressed thanks for the interest taken by the Branch in the Medical Institute project. Pharmacy, he said, was a complex profession; he was

concerned at the ignorance of the general public regarding it. Since 1841, when pharmacists had become "respectable" the profession had made immense strides and had now one of the most influential and respected societies in the country. MR. MAPLE-THORPE, in reply, paid tribute to the work of the Branch chairman (Miss S. B. Fleet) and secretary (Mr. C. E. Turner). He congratulated the Branch on its generosity towards the charitable activities of the Society. MISS FLEET proposed the toast to "The Guests," proposed the toast to "The Guests," Dr. J. Purce (chairman, North Staffordshire Division, British Medical Association), responded. MISS FLEET presented Mr. Maplethorpe with a cheque for £20 for the Benevolent Fund from the ladies' group; Mr. R. Rankin (immediate past-chairman) with a replica of the Branch badge, Mrs. Malkin with a Beswick bowl. A spring fair recently organised by the Branch in aid of the Medical Institute appeal fund is expected to raise about £500.

# N.H.S. STATISTICS

In Surrey during November 1962, 477,698 prescriptions were dispensed at a total cost of £221,926, averaging 111.5d. per prescription. During December 1962, 468,245 prescriptions were dispensed at a total cost of £221,406 (average cost 113.48d.).

# LEGAL REPORTS Fraudulent Evasion of Tax

FOLLOWING an investigation by the Customs and Excise, the managing director of a wholesale company dealing in toilet, smokers' and pharmaceutical requisites was sent to prison and he and his company fined, at Ports-mouth on April 17, for fraudulent evasion of purchase tax on goods sold. Michael Selwyn Tilt (managing director, Southern Economies, Ltd., whose registered offices were at West Street, Fareham, Hants), had pleaded guilty to eight summonses concerning the fraudulent evasion of purchase tax. He was sent to prison for six months and fined £1,600. The company also pleaded guilty to the same eight summonses and fines totalling £2,700 were The total amount referred imposed. to in the summonses was £15,000, but for the Customs and Excise it was said that the estimated liability by the company for arrears of purchase tax was £30,000. It was reported that when the company's premises were visited and officers examined the books and records, they found a strange situation -£90,000 had been paid into the bank, of which £63,000 was cash, but only £22,000 was recorded in sales. took the blame for the offences. said that the object had been to be able to compete successfully with established firms. He said he became a director of the company in September 1961, and later took it over. He held 199 shares and his wife, the only other director, held one share. At the end of October 1962, he said, the business had a record month and was beginning to "stand on its feet" without the necessity for unrecorded sales. Mr. P. J. Sutton, prosecuting on behalf of the Customs and Excise, said "On the whole, there is a very great deal of dishonesty in this trade. There are honest traders who are put in difficulty by the dishonesty others. We hope to clear up this dishonest trade as well as we can." Following the Customs officers' inquiries, it was found that the company was unable to continue. The estimated deficiency of the company was £24,186. For Tilt it was said that he had been corrupted by previous employers and had committed the offences to acquire capital in seeking to build up a reserve while seeking customers.

# COMPANY NEWS

Previous year's figures in parentheses

W. J. BUSH & CO., LTD.—Dr. R. A. Gregory has been appointed to the board.

POLAROID CORPORATION (U.S.A.).—First-quarter sales declined to \$17 millions from \$17,518,000 and earnings to 16 cents a share from 34 cents. But the president predicts that sales and earnings will set records in 1963.

F. W. BERK & CO., LTD.—In his annual statement Mr. C. H. Tanner (chairman) says that new facilities for the research and development division at Harlow, costing £400,000, are likely to be in operation in the latter end of 1964. He also mentions that a new mercury chemicals plant was recently

commissioned. The failure of the Common Market negotiations was a modest setback, but it has brought to light potentialities that the chairman feels confident will yield "profitable results." The sales drive is being well maintained 'promises well for the future.'

R. SQUIBB & SONS, LTD. Mr. Ivar McGrath Boden, M.A., barrister-at-law, has been appointed managing director from May 1. He succeeds Mr. P. D. Brazier, who has been appointed to direct the Squibb and Olin Mathieson interests in Spain.

TIMOTHY WHITES & TAYLORS. LTD.—In order to effect administrative economies and greater flexibility in trading policy the company have prepared a scheme for the substitution of a new class of  $6\frac{1}{4}$  Unsecured Loan Stock, 1983-88, of Timothy Whites for the shares of certain subsidiary companies held outside the group, on the following basis: Taylors (Cash Chemists) Trust—£100 stock for every 100 6 per cent. £1 Cumulative Preference; Taylors' Drug Co. £104 stock for every 100 6 per cent. £1 Cumulative Preference, and £116 13s. 4d. stock for every 100 7 per cent. £1 "A" Cumulative Preference; Taylors (Cash Chemists) Midland—£133 6s. 8d. stock for every 100 8 per cent. £1 Cumulative Preference, and £208 6s. 8d. stock for every 100 Ordinary £1 shares; Taylors (Cash Chemists) London—£100 stock for every 100 6 per cent. £1 Cumulative Prefer-

SMITH & NEPHEW ASSOCIATED COMPANIES, LTD.—Sales of company's branded products again increased in 1962 and still make the major contribution to profits, states Mr. C. A. F. Hastilow (chairman) in his annual review to shareholders. New fields of development, however, have shown marked progress. Group trading profits, before tax, rose from £2,702,797 to £3,005,433, representing an increase in 1962 of 11·2 per cent. over 1961 and establishing a record by exceeding £3 millions for the first time. As stated on April 13 (p. 388) the dividend is raised from the equivalent of 10.3 per cent. to  $12\frac{1}{2}$  per cent. A substantial development in the production and sale of baby products took place during the year. The company has established either jointly or wholly-owned companies with manufacturing the sale of the facturing facilities in Belgium, Denmark, France, Italy and Spain. Considerable progress was made in over-seas territories and profits of the overseas trading companies continue to increase year by year. The cost of business acquisitions with necessary working capital, absorbed just over £1 million. In addition a considerable sum was spent out of retained profits and depreciation for further modernisation and mechanisation of factories. considerable portion of the group's research effort continues to be devoted to the study and development of new effective medicinal substances, particularly anti-tubercular drugs.

GLAXO GROUP, LTD.—Sir Harry Jephcott is to relinquish his appointment as chairman of the board and retires from the boards of Glaxo Group, Ltd., and its subsidiary and associated companies on June 30.





Sir Alan H. Wilson

From that date Sir Harry has agreed to become honorary president of the Glaxo Group. Sir Alan Herries Wilson, F.R.S., has been appointed chairman of the board of Glaxo Group. Ltd. with offset from Lyng 20 Group, Ltd., with effect from June 30.

# BUSINESS CHANGES

W. G. P. HASSEL is removing to 41 Praed Street, London, W.2 (telephone: Paddington 6582), on April 29.

SELLOTAPE PRODUCTS, LTD., are shortly moving to Sellotape House, 54 High Street, Edgware, Middlesex (telephone: Edgware 2345).

F. R. ROBINSON & CO., LTD., are transferring their London office to 35 Bruton Street, London, W.1 (telephone: Hyde Park 5437) on May 1.

MACDONALD & SON, LTD., have transferred their London offices to 1 Salisbury Square, Fleet Street, E.C.4 (telephone: Ludgate Circus 7078).

JAYNOX, LTD., have opened a depôt at Sharrocks Street, Wolverhampton, under the management of Mr. F Ashworth (telephone: Wolverhampton 24338).

JOHN HARLEY, LTD., acquired the pharmacy of K. H. Rose, Ltd., 64 Station Road, Upminster, Essex. Messrs. Rose are continuing in business at 87 Front Lane, Cranham, Upminster.

# **Appointments**

SMITH & NEPHEW PHARMA-CEUTICALS, LTD., have appointed Mr. J. F. Grimshaw, M.P.S., their representative in Glasgow and South-west Scotland, and Mr. N. Carr representative for Yorkshire.

# PERSONALITIES

DR. F. E. CAMPS, who recently officiated as president of the Third International Meeting in Forensic Medicine (see p. 435), has been appointed Professor of Forensic Medicine in the University of London. He holds the post of Reader in Forensic Medicine at the London Hospital at the present time. He is perhaps best known to the public for his work as a Home Office pathologist and has addressed many of the Pharmaceutical Society's branches on his experiences in connection with that work.

SIR ALAN HERRIES WILSON, F.R.S., who succeeds Sir Harry Jephcott as chairman of Glaxo Group, Ltd. (see above), was elected to the board in January. He was formerly deputy-chairman and managing director in charge of research and development at Courtaulds, Ltd. Sir Alan is a member of the Advisory Council for Scientific Policy and he is this year's president of the Institute of Physics and the Physical Society.

MR. O. HUGHES-WILLIAMS, a representative for Astra-Hewlett, Ltd.,

Watford, Herts, has retired after forty years' service with the company. Mr. Hughes - Williams recently received from Mr. I. Hermansson (managing director) congratulations on a tremendous achieve-ment" and a gold wrist watch an d



bracelet. Before taking up residence in Barry, Glam, he lived for many years at Highbury, London. After a period on the company's medical force he later became attached to the veterinary staff, with which he has worked for the past fifteen years.

MR. IVAN H. LESTER, M.P.S., Harrogate Road, Leeds, was, at the



league's recent conference in Scarborough, elected chairman of the National League of Young Liberals. Mr. Lester, who is Mr. chairman o f Yorkshire Young Liberals and prospective Liberal candi-date for Batley and Morley. educated

at Bradford Institute of Technology, where until recently he worked on the staff of the pharmacy department, and at London University. He is now in retail practice at Leeds.

# **DEATHS**

BEST.—Recently, Mr. Sydney Arthur Best, M.P.S., 30 Ferrers Way, Allestree, Derby, Derbys. Mr. Best qualified in 1914.

CALKIN.—On April 10, Mr. Herbert Baptiste Calkin, M.P.S., 53 Fore Street, Salcombe, South Devon. Mr. Calkin qualified in 1922.

DRIFFIELD. — On March 9, Mr. John Henry Driffield, M.P.S., The Pharmacy, High Street, Spilsby, Lincs. Mr. Driffield qualified in 1917.

HENDERSON.—On March 10, Mr. Duncan Scott Henderson, M.P.S., Woodcote, The Grove, Ratton, Willingdon, Sussex. Mr. Henderson qualified in 1915. He was appointed a territorial general manager with Boots, Ltd., in 1933. In 1935 he went to New Zealand to prepare for the opening of the company's first overseas branch and he subsequently became general manager and director of Boots the Chemists (New

Zealand), Ltd. In 1940 he became London area director; in 1941 a member of the committee of management, and in 1944 was appointed to the boards of all the retail subsidiary companies. Mr. Henderson was for a time chairman of the London and Surrey Pharmaceutical Committees, a member of the employers' side of the Joint Industrial Council for Retail Pharmacy, and a member of the council of the Multiple Shops Federation.

HUMPHREYS.—On April 14, Mr. William Ernest Humphreys, M.P.S., formerly of 38 Allerton Road, Liverpool, 18. Mr. Humphreys qualified in 1920.

Mr. W. John Tristram writes:—Liverpool pharmacy has lost a stalwart in the passing of William Humphreys. For over forty years he has given steadfast service to his calling. He served consecutively and over a period of ten years as secretary, vice-chairman and chairman of the Liverpool Branch of the Pharmaceutical Society, as a mem-

ber and for many years chairman of the Liverpool Pharmaceutical Committee, and since 1958 as a pharmacist member of the Liverpool Executive Council. He will be remembered by many as the efficient and hard-working secretary of the local committee when the British Pharmaceutical Conference visited Liverpool in 1937, and frequently represented Liverpool at meetings of Branch Representatives. Mr. Humphreys will be greatly missed, not alone for his work for pharmacy, but also for his kindliness, charm and invariable friendliness. Many will feel as I do that it was a privilege to have known "Bill" Humphreys.

MURRAY.—Recently, Mr. Andrew Donald Murray, M.P.S., 328 King Street, Aberdeen. Mr. Murray qualified in 1920 and went to Aberdeen in 1934.

SIMNETT.—On March 20, Roland Edgell Simnett, M.P.S., pharmaceutical chemist, of 46 Leithcote Gardens, London, S.W.16. Mr. Simnett qualified in 1913

# ROYAL MARSDEN HOSPITAL EXPANDS

Pharmacy department included in new wing

A NEW wing to the century-old Royal Marsden Hospital, Fulham Road, London, S.W.3, has just been completed. It is being officially opened by the Minister of Health (Mr. Enoch Powell), on May 1. Besides housing a new pharmacy, the extension adds to the hospital a new out-patients' department, laboratories for clinical research and a new department for radiotherapy. The cost of the project with fixed equipment amounted to about £300,000 and other new equipment to £50,000; both have been met from the hospital's own endowment funds. The original pharmacy was sited, as in so many of Britain's older hospitals, in the basement, and patients were served, according to a brochure describing the new wing, "in a draughty subterranean corridor. The department now occupies the major part of the east side of the ground floor, and extends into the main building, with a store and washroom in the basement immediately below.

# Features of the New Pharmacy

One of the features of the stores area is that a series of lockers has been built into the corridor wall. Ward sup-ply baskets can be put in on the corridor side and taken out within the department. There is a reception lobby in which is a cabinet containing emergency supplies for use when the department is closed. The out-patient service counters are recessed and screened to give privacy to patients collecting pre-scriptions. The pharmacy includes a manufacturing area, but production of tablets and implants continues in the main building. The department under-takes the manufacture of tablets based on drugs such as busulphan and chlorambucil developed in the nearby Chester Beatty Research Institute. Considerable time is spent on co-operative research with the Institute which sends new chemicals to the department for formulation and preparation into appropriate dosage form for clinical trial, etc. The department also forwards sam-



PROCESSING TOXIC DRUGS: The deputychief pharmacist (Miss E. M. E. Brighten), processing nitrogen mustard derivatives in the fume cupboard. The cupboard is fitted with an unusually high-powered extractor fan for the rapid removal of dust formed in the operation.

ples to hospitals all over the world.

Considerable quantities of nitrogen mustard derivatives are processed. Because of their dangerous nature, the work is carried out in a fume cupboard fitted with an unusually high-powered extractor fan, and the pharmacist wears protective clothing and gas mask.

There are offices for the group pharmacist (Mr. J. H. Wood) and clerk, rooms for sterile preparations and an external store for inflammables. The department employs four pharmacists. Transfer to the new accommodation was effected during the Easter holioxys.

The Royal Marsden opened a branch hospital at Sutton, Surrey, in January. Its wards and equipment are expected to be seen by the Queen on May 20.

# TRADE NOTES

Tax-free. — Merck Sharp & Dohme, Ltd., Hoddesdon, Herts., announce that their anti-hypertensive speciality Aldomet became exempt from purchase tax on March 7.

Change of Distribution. — Charles Bedeman, Ltd., 180 Queen's Road, London, S.E.15, are resuming on May 1 the distribution to chemists of their Deep range of products.

In 30-gm. Sizes.—The pharmaceuticals division of Imperial Chemical Industries, Ltd., Fulshaw Hall, Wilmslow, Ches, is adding to its range of Synalar preparations a 30 gm. tube of both cream and ointment.

**Distributors Appointed.**—L. E. Vincent & Partners, 7 Chesterfield Gardens, London, W.1, have appointed Jackel & Co., Ltd., Shuna Place, Maryhill, Glasgow, N.W., their distributors in Scotland for Formula 16, Formula 16 shampoo and Avrogel.

Agent in Ireland.—Smith, Kendon, Ltd., 132 Borough High Street, London, S.E.1, have appointed Johnson Brothers, Ltd., Clonard Road, Kimmage, Dublin, 12, their agents in Ireland. Skels and Minskels sugar-free diabetic confectionery, Cyphoids, and the range of seven flavours of glucose boiled sugars become immediately available

"Fairy Godmother" Contest.—A first prize of £500 in cash and a £500 endowment policy maturing when the child is eleven years of age, plus 1,000 prizes of Tri-ang toys, are offered by H. J. Heinz Co., Ltd., London, N.W.10, in a "fairy godmother" contest open to every customer who enters and buys 6 cans of Heinz baby food.

Prize-winners Named. — Winners in the Sanatogen competition organised among retail chemists by Genatosan, Ltd., Loughborough, Leics, have been announced. First prize (£250) went to Mr. R. Dowland, M.P.S., c/o K. A. Greenwood, M.P.S., Portsdown Pharmacy, 23 London Road, Widley, Portsmouth; second (£125) to Mr. M. R. T. Scott, M.P.S., F. M. Pronger, Ltd., 8 The Square, Wantage, Berks; and third (£50) to Mr. E. Tomlinson, M.P.S., 106 Heysham Road, Morecambe, Lancs.

Discontinued. — ABBOTT LABORATORIES, LTD., Queenborough, Kent, announce that, when existing stocks are exhausted, Pentothal rectal in the Abbo-Sert syringe (List No. 6955) is being discontinued.—ECM LABORATORIES (LONDON), LTD., 76 New Bond Street, London, W.1, are discontinuing their foreign proprietaries special import service. A limited number of continental "ethicals" will continue to be available as stock lines (as in the CHEMIST AND DRUGGIST Quarterly and Cumulative price lists). The enormous amount of work involved with the imports, say Messrs. ECM, makes the service uneconomic to operate unless excessive prices are charged. The company's foreign proprietaries information service is also being withdrawn on the same date. All the pharmaceutical specialities of Roberts & Co. continue to be available, and outstanding orders for foreign specialities are

being completed.—SAMOORE, LTD., 60 Welbeck Street, London, W.1, are withdrawing the 5- and 100-dressing packs of Nu-san and the 5-dressing pack of My-san.

## **Bonus Offers**

BAYER PRODUCTS Co. (division of Winthrop Group, Ltd.), Surbiton-upon-Thames, Surrey. Panadol. Bonus offer (one free 50-tablet pack with every three display units ordered) extended to May 11.

BIOMETICA, LTD., Barnet By-pass, Boreham Wood, Herts. 5 per cent. extra on all Bu-To orders received by May 11.

CHARNWOOD LABORATORIES, LTD. (division of Vantorex, Ltd.), Morley Street, Loughborough, Leics. Rexall

iron and brewers' yeast tablets. Twelve 2s. size free with parcel of forty-eight 2s. and twenty-four 3s. sizes.

Cuxson, Gerrard & Co., Ltd., Oldbury, Birmingham. Thirteen invoiced as twelve on order for 3 doz. or more of one item or assorted items from a list of twelve specialities of the company in minimum quantities of 1 doz. per size.

DENDRON DISTRIBUTORS, LTD., 94 Rickmansworth Road, Watford, Herts. Spray-tan (original or "mousse of lanolin"). Twelve invoiced as eleven. Till June 15.

J. C. & J. FIELD, LTD., 225 Bath Road, Slough, Bucks. Sno-mist deodorant. Twelve invoiced as eleven on parcel containing 1 doz. each spray, stick and roll-on. Till May 24.

# **NEW PRODUCTS AND PACKS**

Double-action Mouth-rinse.—A-lene, made by A-lene Products, 1a Handsworth Road, London, N.17, is claimed an effective measure against soreness in the mouth (ulcers, inflamed gums, denture bruises, etc.) and to combat breath odours.

A Package Improvement. — Sanitas Group Sales, Ltd., Clapham Road, London, S.W.9, announce the introduction of a revised pack of their U.R.A. (adrenaline (Renaglandin), gr. 1/250th; betacaine lactate, gr. 1/5th; phenol, gr. 1/5th) suppository (Oppenheimer). The pack is a slide and shell containing twelve suppositories twinpacked in celluloid tubes. The product is subject to Sanitas Group parcel discounts where applicable.

Buffer Antacid. — Alcin, a new antacid tablet launched by Reckitt & Sons, Ltd., Hull, is claimed to provide safe and effective treatment of symptoms associated with gastric hyperacidity and peptic ulceration; to be agreeable in flavour and non-nauseating. Its acid-neutralising activity is combined with a sustained buffering effect. Each tablet contains 360 mgm. of anhydrous "coprepared" sodium magnesium aluminate. The dispensing pack contains 300 tablets.

Two Doses in One.—Acting on a suggestion in the Lancet ("It might be worth considering whether the daily dose of each of these drugs [PAS and isoniazid] now given in two doses, could be better given in one") Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts have introduced Inapasade SQ, each packet of which contains granules equivalent to 12 gm. of sodium PAS and 300 mgm. of isoniazid. A full month's supply is provided in the container of thirty packets.

For Independent Chemists.—S. Maw, Son & Sons, Ltd., Aldersgate House, Barnet, Herts, have produced for counter sale by chemists a new lanolinenriched lemon-perfumed non-greasy hand cream, Lanalem. The product is being marketed in co-operation with the National Pharmaceutical Union, Scottish Pharmaceutical Federation and Ulster Chemists' Association. A display card is included with each outer of 1 doz.

Electric Razor.—Ronson Products, Ltd., Ronson House, Strand, London, W.C.2, announce the introduction of a new electric razor, the Ronson 400, designed specifically for the higher-price market (especially replacements among existing users and gift purchasers). Incorporating the "same proven cutting system as the highly successful Model 21" the 400 has a wider cutting head for faster shaving. Styled in a black and white casing, it



fits the hand snugly and has a coiled flex. A coach-hide travelling case holds razor, flex, adaptor and cleaning brush. The set comes in a luxury presentation case with olive green outer covering and dove-grey velvet platform. The Ronson 400 is fully suppressed against interference with radio transmissions and operates on 100/120 volts or 200/240 volts, a/c. A large advertising campaign in the daily Press is being launched at the end of May. The company's "profit plus" scheme applies and process blocks illustrating the model, and with space for the dealer's name and address, are available free.

Bath Salts Novelty. — A plastic "peacock" filled with six perfumed bath tablets is available in three colour combinations from Jean Sorelle, Ltd., 21 Turle Road, London, N.4.

# INFORMATION WANTED

The Editor would appreciate information about: Pharmador (U.K.), Ltd. Tegrin spray

# Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

# Support for Candidates

SIR,—Sunderland and District Branch of the Pharmaceutical Society unanimously support the candidature of Mr. John Prentice Kerr at the forthcoming election of the Council of the Pharmaceutical Society. He has always been active in North-eastern pharmaceutical politics, and merits the vote of all progressive pharmacists.

R. J. Marshall, Chairman, J. Bundred, Seeretary, Sunderland and Durham Branch

SIR,—Having no candidate from South Shields for election this year to the Pharmaceutical Society's Council, we wish to commend J. P. Kerr to all who supported our previous candidate, William Darling. A vote for "Jock" will be a sure way of injecting yet more of the right spirit into pharmaceutical politics. In him we have yet another candidate who is not prepared to see the independent chemist put to ransom by the multiples.

T. DARKE, Chairman,

N.P.U. Branch R. WAKE, Chairman, South Shields Pharmacy Association

SIR,-Three years ago Harry Ridehalgh was elected to serve on the Society's Council. We here in the Bournemouth Branch supported his candidature then, for we believed that his sincerity and endeavour were worth supporting. Harry Ridehalgh had filled almost every executive position in this Branch and was one of a very few local pharmacists instrumental in resuscitating the Branch in the post-war period. The Council of the Society requires people of vision, men with ideas, members prepared for the wind of change. It is because we here in this area believe that Mr. Ridehalgh fulfils those qualifications that we are pleased to recommend the electorate to vote tor Harry Ridehalgh.

A. EDGAR BRYANT, Chairman, Bournemouth and District Branch

SIR,—The officers and committee of the Newcastle District and Northumberland Branch ask all members to join with them in supporting John Prentice Kerr in the coming Council elections of the Pharmaceutical Society. Mr. Kerr, who is a native of Scotland and a retail pharmacist, takes an active interest in all the North-eastern pharmaceutical organisations, and has complete sympathy with all those who wish to see our professional status raised, the Society acquiring the strength to attain this and taking a national lead in all matters which effect pharmacy, either directly or indirectly. We are sure that Mr. Kerr will apply his considerable ability to accelerating the "wind of change" in pharmacy, until we are in a position more suitable to our professional attainments.

(MRS.) J. A. CHALLANS, Chairman, R. DICKINSON, Secretary, Newcastle District and Northumberland Branch SIR,—The annual election of members to the Council of the Pharmaceutical Society being imminent, we would commend to all forward-looking pharmacists the candidature of Mr. J. P. Kerr, Newcastle-on-Tyne. Mr. Kerr is a keen and able politician having a lively and active interest in all pharmaceutical affairs. His outlook is modern and progressive, both considerable assets in dealing with the present and future problems in the world of pharmacy. We feel that, in the election of Mr. Kerr, a valuable member will be added to the Council. Therefore we ask all members for their support for his nomination.

G. URWIN, Chairman, J. G. ROBSON, Seeretary, Northumberland and Gateshead Branch, National Pharmaceutical Union

SIR,—To those who have read the policy statement of Mr. D. W. Hudson as candidate for the Pharmaceutical Society's Council, may we say that we know his promise to act with energy and determination is not trite platitude. We know, further, that such determination and energy will be directed by a careful marshalling of fact and evidence, based on a wide experience of all facets of pharmacy. We most urgently request your support for Mr. Hudson's candidature. At risk of alienating those who believe in territorial representation, we have also to commend the candidature of Mr. A. R. G. Chamings. Although he has not long been resident in our Branch, we have the opinion that his calibre is such as to merit the continuation of your support, particularly as he represents the manufacturer's point of view.

FRANK MARTIN, Chairman, Brighton, Hove and District Branch MARY BURKITT, President, Brighton and Hove Association of Pharmacy

SIR,—Members of the Southampton Branch of the Pharmaceutical Society ask, with all the emphasis at their command, that members support their nominee Mr. J. E. Jeffery. He, with the membership of Southampton Branch as a whole, was among the earliest advo-cates of the policy that the Society should be directly concerned in the economics of pharmacy. He believes that it is essential for the Society to take part officially in negotiations with the Ministry in N.H.S. remuneration and to state a scale of professional fees. Mr. Jeffery has been an active and enthusi-astic member of the Branch and has accepted continued responsibility as chairman and committee member for His wide knowledge of many years. pharmaceutical affairs and constant contact with all branches of pharmacy; combined with the ability to express himself fluently and positively, have made him a valued and popular member of this Branch. At this critical time for pharmacy we are sure that a vote for Mr. Jeffery is in the best interests of all members.

F. MURLEY, Chairman M. J. BASSIL, Viee-ehairman, L. W. PARSONS, Seeretary

SIR,—The annual election is upon us. We read the prospectuses. We study the maps of the candidates' countenances, as presented by local photographers. There is enough high ideal, practical foresight, all-embracing wisdom, and desire to improve the status of pharmacy, in any one prospectus, to transform our world overnight. But what are these candidates really like? How much impact will they have if elected? How will they fare if brought face to face with, say, the Minister of Health? In short, have they punch? It is because of this difficulty, this daunting difficulty, that confronts us all when seeking to choose aright at our annual election, that I am so very glad to see the name of Keith Jenkins, of Bovingdon, in the list of candidates. Here is a man with the ability, and the intention, to get things moving. He speaks as he writes; fluently, accurately, and with conviction. He can carry an argument in any company, and he would not quail before Enoch Powell himself. Therefore I commend Mr. Jenkins to each and every one who seeks sincerely to use a vote to the best advantage; and those who so far have never voted, hesitating between so many unknowns, to vote now for him.

J. T. MARRIOTT, Hemel Hempstead

# Anti and Pro

SIR,—I am appalled at the prospect of being represented at Council level by Mr. Keith Jenkins, Bovingdon, Herts. Considering his "Chapter and Verse" printed in The CHEMIST AND DRUGGIST, April 13 (p. 394), together with his other proposals published in the Press, his policy sounds a good all-round one for the preservation of the "kingdom of Bovingdon," but offers nothing for the benefit of pharmacy as a recognised body in the structure of the National Health Service. One wonders where Mr. Jenkins would be if his present policies had been enforced in 1951! He is aghast at the thought of the medical and legal professions having to augment legal professions having to augment their incomes by a little fortune telling and the sale of greeting cards and yet, in the same breath, advocates that pharmacists should subsidise their N.H.S. dispensing with paid consultant posts to local farm suppliers. The picture of Bovingdon as displayed by Mr. Jenkins is one that could occupy him more fully if he considered it in greater detail—a "village" of just over 3,000 that can support two resident doctors and ten visiting doctors and a pharmacist who aids and abets those practitioners and also subsidises a National Health dispensing service! I do not require any help on how to subsidise the National Health Service. I would suggest that Mr. Jenkins should apply himself to

obtaining for pharmacy a policy that secures pharmacy for pharmacists instead of acting the stooge to the dispensing doctor and subsidising the National Health Service for the benefit of "villagers." Out of the twenty-two candidates' letters only one has any real point to commend it to me—I refer to Mr. Preston Robinson, Mansfield. "... I oppose any recognition, direct or indirect, of the certificate of dispensing assistant of the Society of Apothecaries while that certificate states that the holder is qualified to work 'under the supervision of a medical practitioner'." That is the major factor that could finally kill pharmacy, in spite of all Mr. Jenkins's subsidies—it could even threaten the "kingdom of Bovingdon." You have my vote and full support, Mr. Preston Robinson of Mansfield.

M. J. TERRY, M.P.S., Dorset

# A Contractor's Finances

SIR,—Mr. Keith Jenkins says in his letter (C. & D., April 13, p. 394), "and I only continue my contract because my fundamental job is dispensing and I should be failing the villagers and doctors if I told the Minister to take his N.H.S. dispensing elsewhere."
The financial facts of Mr. Jenkins' January, 1963, dispensing reveal an interesting state of affairs. Mr. Jenkins received £702 for dispensing 1,200 items—an average of 11s. 8d. per item. Subtracting 1s. 6d. for the dispensing fee and 2d. for the container allowance a sum of 10s. is left, which represents basic cost plus 19.3 per cent. oncost. That oncost amounts to 1s, 8d, (all figures rounded off for sake of argument). Mr. Jenkins therefore received £100 for his oncost and £90 for dispensing fees—a total of £190. In addition to this, Mr. Jenkins received a dividend of 150 per cent. in his investment in dispensing stock. Mr. Jenkins says, "the object of this information is to show that a pharmacist can pros-per without N.H.S. simply by applying his basic knowledge and a little acumen." I would suggest that, while Mr. Jenkins' N.H.S. dispensing continues at that level, and at an average of 11s. 8d. per item, he is enjoying a reasonable measure of prosperity. by chance, the average per item should fall to a lower level, he may then have to consider the question of his contract

F. J. Brean, F.P.S., London, S.E.15.

# Vote!

SIR,—Most members of the Society will by now have received their voting papers for the Council election. Many, of course, will not even bother to vote. Of the small percentage who exercise their right, those who are satisfied with pharmacy as it is today will vote for the old ones, and those who are dissatisfied will vote for the new faces. But whatever their view, may I, through your columns, urge all members to vote this time? Then at least we may have the satisfaction of being no longer governed by what might be described as an unrepresentative minority.

NORMAN BUCKLEY. London, S.W.11

# Strike Call

SIR,—When the 14 per cent, increase to the doctors and dentists was announced recently I waited for my 'phone to ring from other militant pharmacists calling for some positive action. But not a word! Perhaps some lead from local branches, or perhaps from the chemist contractors' commit-tee? Not a word! Instead, I read that it is suggested that pharmacists should be whittled down on the number of scripts dispensed. And elsewhere that small pharmacies are threatened with closure by the spread of the trading stamp menace. I also read an advertisement for an unqualified dispenser for a group of four doctors on the outskirts of Reading—£650 plus a flat plus the use of a car. Where does it end? The more uneconomic units sliced off, who is next in turn? If you are not already faced with the trading-stamp disease you will be. If you are not already having your business undermined by a dispensing doctor—just wait your turn. The only way to survival is strike action.

A Dorset Pharmacist

# A Private Matter

SIR,—My certificate states that I have been duly examined and possess sufficient skill and knowledge to practise legally as a pharmacist. By what authority do some prospective Council members seek to prevent me from practising my chosen profession by fixing a minimum arbitrary figure of prescription numbers before I can be on an Executive Council list for N.H.S. purposes? If my National Health Service activities did not pay then that would be no one's concern but my own. I am aware of many small pharmacies that are much more "ethical" and professional than those which have large turnovers. Not all of us sell watches, radios, records, etc! We are suffering enough from the high-handed dictatorial methods of certain manufacturers. We will not accept take-over bids and closed-shop methods from our own members.

EX CAMERA PRINCIPIS



THIS STUFF MAKES A WONDERFUL FOOT BATH - I ALWAYS USE IT

# Food and Drug Testing

Sir,—Over the past few years certain analysts have criticised the whole system of analytical control of drugs in such a way that the majority of pharmacists must be left wondering whether any control exists at all. The legislation consolidated in the Food and Drugs Act, 1955, continued to entrust to local authorities, through their officially appointed public analysts, the responsibility of ensuring that drugs are of the nature, substance and quality demanded by the purchaser. The present system of control may not be perfect, but such drastic revisions as have been suggested are quite un-necessary. One of the reasons why the sampling of drugs has shown little change over the past forty years is that it has become almost impossible to sample most pharmaceutical pre-parations because of the restricting provisions of pharmacy law, and therefore the sampling officers need greater powers. Public analysts, many of whom are pharmacists, have been gradually equipping their laboratories with modern physico-chemical instruments in order to undertake the analytical work following inevitably the publication of statutory regulations concerning food. Most of those methods and instruments used are common to food, pharmaceutical and toxicological analysis. I doubt whether any analytical technique is so specialised that it can be applied only to drug analysis. Local authorities are well aware of their responsibilities under the Food and Drugs Act, and have shown it not only by providing equipment, but also by allowing their officials every opportunity to keep abreast of recent developments in their field of work. A change is desirable and necessary, but should not be so drastic as to eliminate local control, which exists as much for the protection of the pharmaceutical industry and the retail pharmacist as for the protection of the public.

L. E. Coles, B.Pharm., Ph.D., F.P.S., F.R.I.C., Public analyst, Cardiff

# **Titles and Authors**

- May I suggest a few titles worthy of the chemist's book-case?:—
"To Strike or Not to Strike," by
Patience Ann Waite and Delaney
Moore. "Memoirs of a Member of the Moore, "Memoirs of a Member of the Negotiating Committee," by U. Du Nowt, "The Doctor's Poor Relations," by D. Spenser, "The Big Withdrawal," by Hall R. Nowt, "Advice to Would be Chemists," by Whyatt Hall, "A Pharmacist's Remuneration," by Enock L. Knockham.

Roy Barker, Ashton-under-Lyne, Lancs

# Name, Please

SIR,—If a member wishes to write to the C. & D. with an overdose of destructive criticism, then let him have the guts to sign his name, not use a nom de plume such as "14 per cent. down." Otherwise leave the correspondence to people who can append their name and at the same time offer some useful criticism or suggestion. C. & D. space is too valuable to waste.

GEOFFREY LOWTHER,



For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

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TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

# A Half-step Forward on the Report

If there were any misconceptions about the status, intention, or significance of the report of the Committee on the General Practice of Pharmacy, it was because it was placed before members without any parallel guidance from the Society's Council. That, in our opinion, was a mistake. The Council have available a permanent staff serving a body of persons elected to guide members in their affairs. Between them they should have ensured that the report was unequivocal in its terms and clear in its intention.

There should have been no doubts whether it was "a mere essay in wishful thinking" or a series of recommendations to be accepted and imposed. Now that, at last the Council has made known—in a somewhat private and exclusive, if not actually hole-andcorner way—its views on the report and belatedly indicated its intention, it falls to the membership to reconsider, where the interpretation differed from what was imagined to be the intention, those sections of the report that have been amended. Unfortunately there appears still some doubt about the real significance of the report and the position it is to occupy in the complex field of pharmaceutical policy-making leading to legislation. When it is considered at the special Branch Representatives' meeting on May 22, the report may be approved, amended or rejected. If approved, either wholly or in part, the recommendations requiring legislation or concerning matters of professional conduct would, in the words of the Society's journal, "presumably have to go before a general meeting of members before positive action on them could be taken by the Council." Does not the Council know the correct sequence of steps in translating decisions into action? The subject is of too great importance to be treated with such apparent casualness, and pharmacists have the right to know exactly what the intentions of the Council are. Is the report to be considered as a declaration of policy of the Society, which if approved would be the Council's writ for bringing about the necessary changes in regulations or legislation? For, whatever it is, the report is not, it must be obvious, in a suitable form for use without rearrangement as a basis for legislation. Some of the changes introduced concern items that have been the subject of much discussion at branch level, and the Branch Representatives are being asked to decide on a new variation with a hopelessly short

time beforehand to make a study of it. Many branches will find it hard to organise meetings and discussions within the allotted period.

# Career Opportunities in Pharmacy

To the newly qualified pharmacist, possession of the Pharmaceutical Society's certificate may seem an end in itself. In reality, it is but the key that opens the way to a career. The new educational policy of the Society has encouraged the pharmaceutical student to complete his academic training before experiencing his future profession in practice. That makes it important for him to find out as much as he can of the opportunities in each branch of pharmacy, and this year's "Careers Number" of The Chemist and Druggist has been produced to help him in that direction.

The very complexity and scope of the pharmaceutical syllabus, though sometimes criticised, gives the pharmacist the opportunity to exercise his skills in a variety of ways. Eight authorities who are experienced in main branches of the profession have accepted the invitation of the Editor to give the potential entrant as clear an insight as possible of the attractions of their particular fields. In advancing the date of publication of our educational guide from July to April, we have in mind the increasing need for early application for a place in a pharmacy school if a place is to be secured. Already, as will be seen from the tables, all vacancies for some courses commencing this autumn have been filled. The introduction of new entrance requirements for registration as a student has led the majority of young people to continue at grammar school to the Advanced level of the General Certificate of Education, and many will have postponed their final choice of a career until near that examination. It is hoped we may have provided some of them with a stimulus to choose pharmacy. At the same time we give, for comparison, the routes to qualification in a number of allied professions. For those who have decided upon their future before taking a university degree course, we have included in the institution tables, where applicable, the subjects offered for specialisation in the third year.

Varied as the rôles of the pharmacist may be, there is the common denominator of providing a service to the sick and playing an essential part in the maintenance of the nation's health, and the satisfaction of furthering those ideals must be a factor in calculating the rewards in terms of salary figures. Pharmacy surely offers attractive and varied interests and is a profession in which all who practise it may take pride.

# Onward from Galen

SIDELINES OF CURRENT COMMENT

WINPLEASANT side effects resulting from the use of drugs are all too often the subject of reports in the medical Press. How refreshing, then, to read that at least one drug may have an unexpected effect, so socially attractive that the patient keeps it a secret from the doctor. Dr. J. D. Spillane (consultant neurologist, Cardiff Royal Infirmary), in an article in the April 13 issue of the British Medical Journal, reported cases in which the hair colour of four female patients changed from brunette to blonde during treatment with mephanesin carbamate. In two cases of male hair depigmentation also noted, the effects of the drug were considered uncertain owing to the presence of greying

hair. All the patients were on upper-range doses of the drug, and the effects were found reversible on its being discontinued. The author is unable to offer an explanation of the manner in which mephanesin exerts its effect on melanogenesis. In quite another quarter, it would seem that women unable to improve their beauty at the expense

of the National Health Service are turning to artificial aids. According to the president of the National Hairdressers' Federation, one in five women now use some form of hair colouring. Could it be that the day is not far distant when a woman's "crowning glory" receives its beauty treatment from the dispensary rather than the toilet counter?

# "IVORY TOWER"

EDICAL, nursing, lay-the triumvirate of the Guillebaud conception of the administration of the National Health Service. No word of that other vital arm of the service, that single eomplete entity "owing allegiance to no other," the pharmaceutical. The pharmaeist is swept by as being of no consequence in the administration. Most enlightened managements now realise that pharmaey is not medical, not nursing, and definitely not lay, and have extended the tripartite to include, as equal partner, pharmacists within the service. Other managements stick strictly to the tripartite, and put pharmacy, being neither medical nor nursing, with the lay staff. The pity of it is that those administrations are allowed to do so and get away with it. So much depends on the men or women on the job-too much, some would say-but one thing is certain: that situation cannot go on much longer, in spite of the efforts of unenlightened managements to keep the strict tripartite concept of administration in being. Hospital pharmacy is developing, and with the development can only come an awareness that administration is not a job for administrators only; that the policy decisions cannot be made only by administrators; that whatever is decided must at some stage infringe on and affect the pharmacist; and that the pharmacist is entitled to know what is happening, to take part in the discussions leading to any deeision, and, in fact, is a most important part of the efficient functioning of the total health service. Too many administrators are brought up in the isolated world of medical, nursing and lay, and too many pharmacists seem to live in an ivory tower. What is required is for those on both sides to move out into the larger world of each other's sphere, and for both to realise that each is part of a team in which all are equal partners, neither of them able to function completely without the ultimate aid of the other. A major step in that reorientation of thought would be the establishment of designated posts, held by pharmaeists, from the Ministry downwards, through Regional Boards to Hospital Management Committees. No one could then by-pass the pharmacist, and the pharmaceutical voice would be heard in all the places that matter. Above all it would be realised that pharmacy matters: it has not mattered, in many minds, for a long time.

The "Ten-year Plan" is a bold conception of things that might be. Unfortunately for the planners (a new class of people, now in the top flight of the hierarchy), many things change, and whilst planning is going forward medical science is changing, the pattern of nursing care is changing and so is the pharmaceutical service, which provides the necessary materials for those other services. Planning has reached, in some areas, a stage at which hospitals are being planned in such separate compartments that advice tendered, and accepted, is being completely lost sight of. District hospitals are being planned without adequate pharmaceutical departments, without a thought to what the pharmaeist has to provide, without, in many instances, pharmacists' being aware that planning is going on! It is becoming increasingly apparent that there must be a radical revolution in administrative thought—that, in the planning of any hospital, so soon as the broad lines of size, situation, eosts and range of facilities have been decided, then the pharmaeist must eome into the planning, for his department will have to service practically all the others, and he alone is responsible for providing that service. To no one else can the responsibility be transferred and no one else can undertake it. Not all is black in these matters. At least one complete new department is known to be under construction in which the planners had pharmaceutical advice from the start, and in which the chief's ideas have been made workable by the architects concerned. Much pleasure is being gained by the staff in watching the building grow brick by brick, and trying to imagine what life will be like in a department planned for the work required of it, instead of under a compromise that tries to fit gallons into pint pots! Only one thought nags the chief. How is it that it has taken ten years to convince the service that such a department was necessary? A quadripartite agreement — medical, nursing, pharmaceutical, and lay — might have helped!

# Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

LETTER from the Associates' Section of the Ulster Chemists' Association concerning the decision of the Northern Ireland Hospitals Authority not to pay any fees to hospital pharmacists for lectures to student nurses where a qualified sister-tutor was in post, was read at the monthly meeting of the Council of the Pharmaceutical Society of Northern Ireland held in Belfast on April 18, with the president (Mr. D. Moore) in the chair. It was agreed to support the Associates' Section in its endeavours to obtain payment of fees in those circumstances.

Presenting the report of the House Committee, MR. J. KERR said that, to date, sums totalling £7,617 had been paid towards the eost of the new lecture hall and the alterations to the existing premises. Work in connection with the hall was proceeding rapidly and the caretaker had already taken up residence in the new flat on the top floor of the Society's premises. The report from the Committee was adopted.

Reports from the Finance and Ethical Committees were also adopted and it was agreed to impress the seal of the Society on the Regulations made by the Council to recognise the Northern Ireland General Certificate of Education examination. The secretary (MR. W. GORMAN) reported that he had received from the Ministry of Home Affairs copies of S.R. & O., Northern Ireland, 1963, No. 38—the regulations made by the Council to enable a further final Part II Qualifying Examination to be held for old syllabus candidates

Representatives of the Council who had had a discussion with a deputation from the Ulster Chemists' Association gave their report and it was agreed that a further meeting should be held.

THE PRESIDENT reminded members that the May meeting would be held in Londonderry and hoped that as many members as possible would attend. He also expressed pleasure that Professor Wade was back after his term abroad in connection with World Health Organisation work.

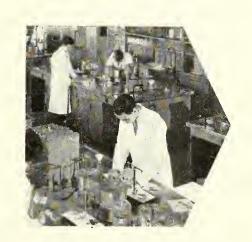
Present werc Messrs. N. C. Cooper, R. M. Watson, W. H. Boyd, R. J. Davidson, W. Donaldson, W. P. Ewart, B. Flatley, H. W. Gamble, J. Gordon, A. T. Hardy, W. T. Hunter, J Kerr, G. E. McIlhagger, J. Paul, Walter C. Tate, A. Templeton, and Professor O. L. Wade. Apologies for absence were received from Dr. R. G. R. Bacon and Mr. F. R. Moore, J.P.





# careers in pharmacy

AND ALLIED PROFESSIONS



# PROSPECTS IN GENERAL PRACTICE

N the decision which branch of pharmacy to enter, character and temperament must play an important ment must play an important part. In general practice (retail pharmacy in the old parlance) the rôle of the pharmacist is not only professional but commercial. Using the description of the European Economic Community, pharmacy is a "liberal profession." By that they mean that pharmacy is "a profession giving service to the public in which the sale of goods is an integral part, but not in the normally accepted sense of a common commercial transaction." Apart from academic qualifications, the prospective entrant must have, or be capable of acquiring, a sound grasp of economics, and must tend to be more extroverted than introverted. His rôle is not purely as a dispenser and compounder of medicines, but to help and advise the public on all matters related to medicine and general health. The ability to talk easily and naturally, and to gain the confidence of the public, is vitally important. The trend today, in all branches of pharmacy, is towards a more professional approach. That is particularly necessary in general practice, where the temptation to compete with unqualified outlets has never been greater. But all thinking people must realise that to turn pharmacies into cut-price supermarkets is not the answer. The salvation for retail pharmacy, the means of getting the customers back into pharmacies, is to give them a personal service which they cannot obtain anywhere else. There are



By W. M. DARLING, M.P.S., F. Inst. D.





many situations in which a patient considers he need not bother his general practitioner, yet still feels in need of guidance and medication. This the pharmacist in general practice can and must supply and he is able to provide medicines of proved therapeutic value. The dispensing of National Health Service prescriptions obviously forms an integral part of general practice. It is imperative that, on completion of academic studies, the young pharmacist advance his knowledge of pharmacology, so as to be always in a position to discuss authoritatively a new preparation with a medical representative or to advise a medical practitioner on any aspect of medication. Similarly, the counter side of the business must not be scorned. I see nothing incompatible in a professional person's having also a sound knowledge of merchandising. Over 65 per cent. of the cosmetic and photographic goods sold in this country are distributed through pharmacies, and that need not in any way prejudice the professional character of the calling, as those goods have traditionally been supplied from pharmacies for reasons that are not hard to see. The criterion should be that a customer, on entering a pharmacy, should be in no doubt as to the section of the premises to which a prescription should be taken, or from which professional advice may be sought. Whether one chooses to enter a large multiple firm or a small private business, or whether the choice is to open new premises on one's own account, each pharmacist is ultimately responsible for the conduct of the business. Perhaps, therefore, the most important quality for a successful retail pharmacist is his willingness and ability to shoulder responsibility. In the final analysis the pharmacist is the expert on drugs, and it is essential that he should evaluate himself as such. There are people who are pessimistic about the future of general practice. I believe that they are wrong, and that it has a future greater even than its past, but pharmacists themselves must transform that dream into a reality. They must be adaptable. The old image of the musty and often dusty old shop with an avuncular figure in the dim recesses must change. We must present ourselves as a go-ahead, alive, young profession. Our premises must be modern, clean and clinical. It is vital that our internal standards should be as high as we can make them, enabling us to project a better image of our profession to the public. It may be that, in the future, all premises will be staffed by at least two members of the Pharmaceutical Society. We may eventually be able to practise pharmacy anywhere in the world, and we must provide a service of the necessary calibre when and where it is required. It is true that many small businesses are finding it difficult to survive economically. I believe that if we provide such a service it will be recognised and will be adequately remunerated. Briefly then, to enter general practice one must be capable, astute, helpful, somewhat gregarious and possessed of the desire to serve the public assiduously in the name of one's profession. The daily routine will be interesting and varied, and the satisfactions and rewards of achievement many.

# HOSPITAL PHARMACY AS A CAREER



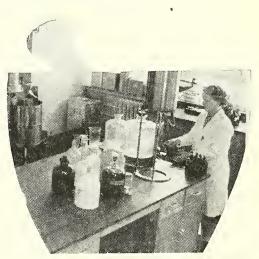
By H. S. GRAINGER F.P.S.

THE choice of a career presents many questions, all of which can be answered only in a highly personal manner. One is choosing how one's life is to be spent: not simply how to obtain sufficient money to provide house and home. The questions to be answered are, therefore, moral and philosophical as well as being concerned with temperament, inclination and finance. In my experience hospital pharmacy can offer satisfactory answers to most of those questions, though one must say immediately that, from the financial viewpoint, it is not the most attractive. That has been so widely publicised that the subject need not be reopened here.

Two aspects are particularly attractive. First, to be effective as a member of the hospital staff, the pharmacist must be versatile. The services demanded of him, and the extent to which he can enter into the life of the hospital, are a reflection of his own readiness to participate and of his breadth of interest in the medical field as a whole. There is scarcely any part of his discipline and training that is not called into play at some time or other. The specialist, who is interested only in chemistry or, it may be, pharmacology, will probably find the work frustrating, as not offering scope to develop his speciality "in depth." But the pharmaceutical problems range widely, and always require a quick, extemporaneous solution to meet the needs of a particular patient at a given time. The pharmacist must, there-

fore, keep himself informed of current technical advances, and be able to adapt them to his own circumstances. He must also be aware of developments in the clinical field, so as to be ready to apply his pharmaceutical techniques and discuss these with his clinical colleagues as need arises. The work also calls for an ability to administer affairs, including such matters as purchasing, stockkeeping, and organising the department, as well as teaching, discussion, advice and information services. He needs to be a good public-relations officer for his department.

The second satisfaction to be found is a moral one. The hospital pharmacist is entirely professional in his functions. The whole of his time is taken up in the work for which he is qualified, and he is selling only his services. His work is more directly concerned with the treatment of patients than that of most other pharmacists: he is at all times close to the "user" end of his work and to a greater degree involved in it. Considerable satisfaction is to be gained from suggesting or formulating a successful treatment, or in devising a more efficient procedure for use in the wards. There is the satisfaction of knowing that one's existence as a pharmacist is justified, that one is making a special and positive contribution that only the pharmacist can make. Indeed, hospital pharmacy presents in miniature the whole range of pharmaceutical activity. That is its special attraction.



# A TEACHING CAREER IN PHARMACY



By D. A.
NORTON,
B.Sc., F.P.S.,
D.B.A., A.C.T.
(Birm.)

F necessity the number of teaching posts available each year is limited, but for a fortunate few young pharmacists with academic ability and inclinations the prospects in a teaching career are both exciting and rewarding. In the past decade developments in pharmaceutical education have been more rapid and far reaching than during any comparable period in the history of organised pharmacy. During that period the number of teaching institutions (about seventeen in all, comprising both university and college-of-technology schools of pharmacy) has not altered materially, but the scope of their activities has widened, and teaching staffs have grown in size and in the importance of their contribution to pharmaceutical progress. Many schools of pharmacy have new building plans in hand or have acquired new premises in recent times. Most schools have been pursuing vigorous policies of expansion of their teaching and research facilities and of the vast range of modern equipment necessary to support them.

There are now ample opportunities for a pharmacist in a teaching career to specialise in a subject of his choice and pursue research interests alongside teaching duties. The young graduate fortunate enough to secure a junior appointment will not only be required to acquire the ability to teach effectively. He will also be expected to follow a programme of research for a higher degree. Alternatively the teacher may have come into the profession at a more mature age, and at a higher level of appointment, having obtained either further qualifications as a result of a few years of post-graduate study,

during which time he will probably have developed some teaching ability as a demonstrator, or he may have had experience in some branch of practical pharmacy such as hospital, retail or industry.

Whatever the grade of lectureship, or whatever the subject, the teacher needs certain qualities some of which may be inherent but others will have to be acquired. There must be, of course, a desire to teach and ability to



inspire in the student a vital interest in the subject taught. There must be the power of original thought, so that research problems can be tackled effectively. To a great extent the teacher must remain a student, because he must be prepared to spend much of his own time and energies in keeping abreast of his subject, at the same time pushing ahead patiently with research. Teaching, therefore, is not the occupation for the man or woman seeking a "nine-to-five" job and long vacations. Remuneration is likely to be less than in certain other branches of pharmacy, and the rewards have to be sought in other directions. They may well be found in the opportunity to work in congenial surroundings, with modern scientific equipment, and amongst a body of people bound together by professional concepts and ideals.

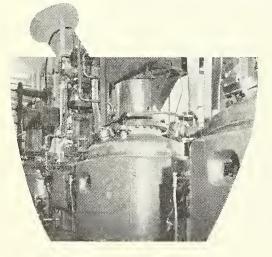
More tangible are the facilities to take part in the extensive social and cultural life the college or university offers. With the changing pattern of pharmaceutical education more and more students will gain first impressions of pharmacy from their teachers, who for that reason must take upon themselves new and additional responsibilities. By way of return they have the satisfaction of watching the progress of their students as, with ever varying degrees of enthusiasm and competence, they grapple with the problems on the way to graduation. Perhaps the only firm evidence of the teacher's satisfaction with his calling is the fact that, once having taken up teaching in pharmacy, few abandon it in favour of other branches.

# PHARMAGEUTICAL ENGINEERING AS A CAREER

ANY engineering firms engaged in producing pharmaceutical equipment appear new test ment appear now to have arrived at the conclusion that the employment of a number of pharmacists on their staff is essential to the successful development of their business. Though engineers can, and do, determine the physical characteristics of a machine, it is the user who finally judges its virtues. That means, in practice, that many pharmacists with a mechanical bent, or perhaps special training in this direction, have had opportunities of participating in the engineering industry. The opportunities are, of course, widely divergent in character. They may embrace sales, development, administration or even research. It is becoming increasingly difficult to sell a machine merely by flourishing a leaflet or using an engaging line of patter. Potential machine purchasers may be better, and are more readily, influenced by salesmen who have a full knowledge of the functions and economic potentialities of the machines they are selling. Customers also, more often than not, insist on having the machines thoroughly demonstrated to them with their own materials before they will even consider purchase. In the pharmaceutical industry itself there have been even more opportunities for pharmacists to take up posts in which some knowledge of, or experience in, engineering is, though not mandatory, nevertheless extremely desirable. Here again the importance revolves largely around the functions of the machines. For instance, one



By K. W. HARGROVE M.P.S.



cannot hope to operate tableting machines or packaging equipment successfully or intelligently, or to persuade others to do so, without some knowledge of the mechanics involved. Certainly that is true if the activities of other members of the department are to be usefully directed. Apart altogether from those considerations, to plan any department for optimum efficiency demands a full appreciation of the limitations of the machines operated in it. In pharmaceutical development the need for engineering knowledge has also become progressively greater. It is not possible, or even desirable, to divorce formulation and processing from the machine or machines that are to be used. Development problems must therefore be tackled just as often by engineering as by pharmaceutical means. More often something of a compromise between the two is called for. In tablet making, for example, the punches and dies used may often determine whether or not a particular endeavour succeeds or fails. I do not believe that any pharmaceutical research and development department can be run successfully without a clear idea of both the possibilities and limitations of the machines

available, and the practical possibilities and limitations of engineering generally. Pharmaceutical engineers are still rather rare birds—largely perhaps because methods of producing them academically do not seem—with one notable exception in London—to have been settled. Nevertheless the need for them seems to be growing, and young pharmacists or potential pharmacists who would like to embark on that kind of career could well investigate post-graduate engineering or chemical engineering courses, not neglecting even short-term and perhaps somewhat elementary technical classes. Often the real point is not to get hold of some technical qualification that looks impressive on a visiting card (though that may help the exchequer), but to gain a real understanding of engineering principles, which will help in overcoming problems as they arise. Far too often pharmacists have been heard complaining bitterly about some machine when perhaps a little more attention to the method of running it would both persuade it to operate more successfully and earn for the machine a longer life. A user who knows little or nothing of the machine is virtually unable either to use it intelligently or—perhaps more important—to plan for its use.

# A VOCATION IN "MEDICAL INFORMATION"



By B. J. THOMAS M.P.S.

ITHIN the space allocated it is only possible to summarise the work and functions of the pharmacist engaged in what is generally known as a "medical information department" in a manufacturing organisation. The label hardly serves to describe adequately the varied functions the department usually performs, and alternative names such as "professional services department" have appeared in recent times. Any who may be considering entering this sphere of activity must be prepared to work extremely hard. There is much to do, and it needs to be done quickly and accurately. Modern pharmaceutical industry is a complex system requiring scientific and technical information for its healthy existence and indeed for survival. The professional services department is expected to provide much of the technical information required. The procedure entails first the discerning collection of facts and figures; secondly a considered assessment of their importance and relevance; and thirdly arranging for the dissemination of either complete or abstracted information as quickly as possible to colleagues likely to be interested. Finally the information needs to be filed systematically to enable it to be made available speedily on any future occasion. The work is essentially a communications operation. The first stage, the collection of information, may be divided into two parts: the routine reading of a long list of medical, pharmaceutical, and general technical journals, including those

dealing with modern surgical procedures; and information collected internally from the company's experts, for example the research and production directors and heads of medical services, pharmacology, pharmaceutical research, analytical control, etc., departments. The regular reading of scientific journals, perhaps considered by some to be dull and monotonous, is nothing of the sort. Rather is it an adventurous exercise, highlighted by discoveries of various kinds, some revealing entirely new concepts, others confirming earlier findings. A library of scientific publications is vital to the professional services department. Its shelves carry up-to-date text-books on all aspects of medical and surgical treatment, bound copies of the more important technical journals, high piles of various periodicals, Government and World Health Organisation publications, and other reference books. No time has to be lost in circulating the information uncovered, selected according to the nature of the organisation. An abstract of an important publication meriting wide attention within the company is distributed with an assessment by the pharmacist of its relative clinical value. It may be used as the basis for reports and reviews of drugs and their use in a particular medical condition. Another responsibility of the department, the answering of medical and technical correspondence and telephone calls, is made much easier by systematic filing of technical information. A knowledge of the company's products, reinforced by documented published data, enables the head of the department to conduct training courses for home and overseas representatives, and to organise refresher courses on similar lines. By the nature of his experience the pharmacist is exceptionally qualified to assess the value of information accumulated, for pharmacy embraces chemistry, assay and control procedures, bacteriology, pharmacology and toxicology, physiology, pharmaceutics. Experience has shown that the pharmacist is able to relate the development and production of medical specialities to factors influencing



patient acceptability, such as taste, viscosity, odour, etc. The pharmacist's training develops in him qualities which, combined with professional integrity, make him a most suitable person to provide the vital informative link in the complex system of teamwork operating in the pharmaceutical industry today.

# THE PHARMACIST AS MEDICAL REPRESENTATIVE

OT all medical representatives are pharmacists, but pharmacists are eminently suited to the job of medical representative—if their personalities are appropriate. Not every man wants to be a medical representative, and the proportion of pharmacists who do is not so large that there is a pharmacist for every job available. Some companies in this country insist upon pharmacists, but most positions as medical representatives are at present filled by men who, though not pharmacists, have probably some strong connection with pharmacy or some para-medical occupation. Many outstanding medical representatives are not pharmacists. Unlike the post of pharmacy superintendent, there is no statutory obligation upon an employer to engage pharmacists as medical representatives. In taking a post as a medical representative a pharmacist must, therefore, prove himself against all comers. Being a medical representative is a job of selling, not always of goods, but quite often of ideas (which will, of course, result in the selling of goods). Selling suffers in this country from a lack of application of the best brains available to the problems facing it, both now and as industry develops and civilisation expands. To call a man a salesman in the United Kingdom is still pejorative, and will probably remain so until something dramatic happens (a Barony, perhaps, for "services to selling"). Selling, it may be suggested, can be divided into two essential parts, closely related. First, the salesman



By NICHOLAS HERDMAN M.P.S.



must know his product. Second, he must know his customer. Try how one may to make the matter more complicated, those two essentials, taken towards their logical conclusion, are enough to improve and establish one's ability in this field. For a medical representative, of course, to know his product means applying to the products of his employer the knowledge that he gained at the university. Equally, he must know the competition from other manufacturers' products. The large number of basic sciences which together form the base of the therapeutic pyramid are constantly being widened. The representative must do what he can to keep up with that progress. If he is with a good company, his colleagues in research and technical information will do all they can to furnish him with up-to-date facts. His customers are the members of the medical and pharmaceutical professions and others concerned as auxiliaries and suppliers to the medical profession. The successful medical representative makes a life-time study of his customers. He is fortunate in that most of them are members of closed professions, and he can, therefore, find them fairly easily, though to engage their attention and take up their time will not always be so simple. As the years go by he will make friends among many of his customers. To begin with, however, he must wait attention upon his customers, always the suppliant. That constant waiting to be seen is what makes the job of a representative difficult to begin with and for many types of man, impossible. One must be courteous, yet tenacious enough not to be too easily dissuaded from one's objective. Those demands should not lead, however, to over-confidence or a disagreeable pushfulness. As he gets to know each customer better, the medical representative must give some thought each day to such fine gradations of personality development. The task is a long-term one. It is always well to realise that the young houseman of today may be the "eminent medical consultant" of tomorrow. It is much easier to make a friend of that man when he is young and unimportant. Human nature being what it is, young men who have been impressed by one's friendly approach and informative technique will remember it as they ascend their own professional tree. That is another reason why it is so important that pharmacists seeking posts as medical representatives should join companies whose policies are directed not only at business today, but at business in the years to come. To kick down a door to get at a customer is easy enough if the purpose is to see him just once. The same intrusion can, of course, never be repeated. The longer approach of knocking on the door courteously but firmly, even if one is asked for the first two or three times to call again, "as Mr. So-and-So is busy," is the more lastingly effective. Eventually one's patience is rewarded. Each day one sows for the future (and reaps that which was sown

before). The material rewards? Normally a salary (at age about twentyeight) of approximately £900 per annum, with car provided and all legitimate working expenses met; a five-day week (but the willingness to make it longer when needed); three weeks' annual holiday; a contributory pension scheme; regular annual increases of salary; the chance of promotion to area manager and thence to assistant sales manager, sales manager, general manager, director, managing director. Conditions vary from company to company, some paying on a salary/bonus basis, others paying commission on sales, etc. Unless there are radical changes in attitudes, the pharmacist representative will never be greatly regarded by his friends and neighbours as a scientifically trained man carrying out an essential part in maintaining the health of the community. He will be called "some kind of traveller" or "seller of pills." He should not worry about that. He must rather rely upon his professional organisations to work towards the point at which pharmacists are given their due place in the community, and when selling, an occupation that plays a unique part in keeping the country alive, is regarded as more important than soldiering, which is now no longer able to expand her fortunes or conserve what is already held. The representative's sense of satisfaction, like the way he has carried out his duties, will be quietly restrained, assured—and permanent in its effect.

# A CAREER IN PHARMACEUTICAL WHOLESALING



By KENNETH HOLLAND, M.P.S., D.B.A.

ICKENS, through his character Mr. Bumble, said "The law, Sir, is a hass"! In some ways I think he was right, for while British law rightly insists on the complete supervision of the sale of poisons to the public by registered pharmacists and on the control of the manufacture of scheduled drugs by either a pharmacist or an Associate of Royal Institute of Chemistry, it does not insist on the employment of properly qualified personnel in premises which sell those same commodities by wholesale. Perhaps that is one of the reasons why pharmacists do not usually consider a career in pharmaceutical wholesaling as a possible outlet for the exercise of their talents. Notwithstanding that legal vagary, most reputable wholesalers have at least one member of the Pharmaceutical Society on their board who, in many cases, is the managing director or chairman of the company. In addition, it is not unusual to find pharmacists holding senior executive appointments, including the management of branch warehouses. I freely admit that that state of affairs is not universal, and it is regrettable fact that in some establishments which daily handle large quantities of scheduled poisons and Dangerous Drugs, not a single pharmacist is employed. Nevertheless, even such establishments must look for new managers or executives from time to time, and the special training of the pharmacist renders him particularly suitable for such positions. The wholesale pharmacist is sometimes subjected, by colleagues who should know better, to sneering references to "office

pharmacists, who waste their long academic training"! Nothing could be further from the truth. Indeed, since I joined my company about fifteen years ago, after some small experience of hospital, retail and manufacturing pharmacy, I have had reason to call on all that I learned (or should have learned) in my early training, and have had to keep myself as up-to-date as any of my colleagues in other sections of the profession.

Wholesaling offers a particularly satisfying career to those who enjoy organisation and administration on a somewhat larger scale than is usually possible in retail practice. The work is varied and interesting, and touches many problems that are not connected in any way with pharmacy. They may include the installation and use of modern office machinery such as accounting, addressing and recording machines, the proper planning and arrangement of warehouse racking and conveyor belts and, most of all, problems connected with the handling of mechanical transport. A good knowledge of the geography of areas served is a "must," and the wholesaler should be an expert on local closing times, half-days and traffic conditions. He will have to learn many hard facts about the employment of drivers, clerks, typists, stockroom assistants, etc., and will face the even harder task of welding them into a team. Teamwork is a No. 1 essential in any wholesale establishment. Time available between receipt of orders, their processing and arrival at the dispensary is limited to an hour or so, and everyone must therefore work efficiently together.

The order office is the nerve centre of every wholesale house. Here, order clerks are equipped with telephone headgear, order pads and ball-point pens



"at the ready." They take down orders at prodigious speed, and take in their stride questions such as "Who makes it?", "What strengths are there?" and "How is it packed?" Less common queries of the "new analgesic tablet containing di-paramino, trichlor 5-6 hepto whatsit" type usually find their way to the pharmacist, who must certainly tax his knowledge of pharmacology to the limit in the course of the day's work. Most wholesalers build up a useful library of standard reference books and makers' literature, and also maintain a well cross-referenced card-index system. Both will almost certainly be under the pharmacist's special care. Orders are transferred to one or other of the currently used invoice systems, and thereupon sent on to the stockroom for assembly. A carefully ordered system of storage is essential if goods are to be assembled properly, and if a stock-control system is to be easily and accurately worked. Certain classes of products, such as inflammables, acids and Dangerous Drugs, must be kept separate from other goods, while the pharmacist will see that vaccines, etc., are kept refrigerated and "in date." Storage and accounting of Dangerous Drugs is carefully controlled by the Home Office, and the pharmacist will have to suffer the recurrent nightmare of seeing that purchases and sales of each class balance exactly with stocks held. Mistakes in recording are just not allowed, and the wholesaler will share a fellow feeling with the hapless bank cashier who might be a penny out at the end of the day. Although his knowledge of forensic pharmacy will be exercised in observing the regulations concerning alcohol, methylated spirits, ethyl esters and isopropyl alcohol, there are no special regulations concerning poisons. Yet obviously staff must be made aware of the dangerous qualities of many substances held in stock. Recently some S4 drugs have become attractive to black-marketeers, and the wholesale pharmacist must be concerned with their proper security. Stock control of pharmaceutical products is a difficult matter today, when demand is so varied. New products constantly displace old ones, and an article in one of the journals can change prescribing habits almost overnight. The pharmacist in wholesale practice must keep up-to-date by reading as many of the medical and pharmaceutical journals as he can, and by seeing the medical representatives from as many manufacturers as possible. By those means he can guide and advise his purchase department of likely increases or decreases in demand. Sometimes an item is required with special urgency, and the pharmacist's training helps him to understand the degree of priority to allow between, say a rheumatic balm, penicillin and an injection of morphine sulphate. In emergency he may suggest another product or preparation held in stock that can pharmacologically replace a prescription demand not immediately available, thus allowing his customer to suggest it to the physician in the confident knowledge that it can be obtained immediately. I know of a wholesale pharmacist who co-operated with a small hospital about twenty miles away by arranging for the rapid transfer, in relays of police cars, of a medicament needed for a critically ill patient. Pharmaceutical products are perhaps more varied and complex than those of similar price range produced by any other industry. They are made by many different firms and distributed to a far greater number of supply points. The existence of efficient, strategically placed wholesalers is therefore a vital factor in the organisation of the nation's health arrangements. Wholesalers and their staffs must, like anyone else, be paid for their work. In common with retailers, they receive that payment as a fixed profit margin on each transaction, and perhaps to an even greater extent they must keep space on their shelves for a large number of items which are, for one reason or another, infrequently demanded. They also give a number of services for which they receive no payment at all, and some of them, such as the supply of Dangerous Drugs, may involve them in actual losses. Those unprofitable but essential activities have hitherto been reasonably subsidised by the regular sale of popular fastmoving lines. There is a regrettable tendency these days, on the part of some manufacturers, to offer the profitable commodities direct to the retailer at discount terms, and still to insist that their slower-moving and often less pricy lines are stocked and distributed by the wholesaler. The natural end of such a process I leave to my reader's imagination, but I feel that those pharmacists who consider wholesaling as a career should know the disadvantages along with the advantages.

A pharmacist entering wholesale business must learn to understand human nature so that he or she can understand the problems of the staff. This is no career for an introverted academic. Rather what is demanded is an equable temperament, a desire to keep things moving, and above all a good



supply of common sense, to say nothing of a sense of humour which, in the classified advertisement phrase, is "an advantage but not essential." In my view it is better not to arrive straight from college. Far better to spend a year or two in retail pharmacy, and better still to have had also some experience of hospital pharmacy. After all, the people served will be in retail or hospital practice, and the best way to learn to serve them well is to know their problems from personal experience. As compared with other sections, those pharmacists who are employed in wholesale distribution are members of a select band (in numbers anyway) and jobs are therefore far less often to be found advertised in the "situations vacant" columns of this paper. Advertisements do, however, appear from time to time, and any young pharmacist who considers that he has the necessary qualities, and is willing to be bullied unmercifully (at times) by his far more numerous hospital and retail colleagues, could do much worse than apply. It's a tough job, at times a maddening job, but if one can stick the first six months and remain content one may never want to do anything else.

# PRODUCTION AS A CAREER FOR A PHARMACIST



By F. W. ASHBY M.P.S.

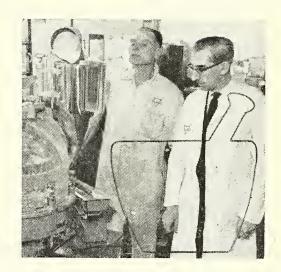
HARMACEUTICAL manufacturing is sometimes regarded as largescale dispensing. In practice there are numerous differences. Frequently the operations and methods used in the pharmaceutical industry are suitable only for large-scale production, and the rôle of the pharmacist in production tends to be that of a supervisor rather than of a process operative. He is employed both for his educational background knowledge and for his legal status. Specialised experience is of great importance, and that may often need to be in fields outside the general scope of pharmacy. Considerable mechanical ability is essential, and some engineering background is desirable. Success in modern industry demands familiarity with the principles of work study and cost accounting, both for direct application and intelligent cooperation with specialists in those fields. The routine and responsibilities of the production pharmacist vary greatly according to the size of the company or factory in which he is employed. In the larger organisations he may be engaged in supervisory or managerial positions at one of several levels in a highly specialised department concerned with the manufacture of only one type of pharmaceutical product. In a small factory he may control a wide range of small-scale manufacturing activities.

The large pharmaceutical factory will almost certainly have clearly defined departments for ampoule manufacture, tablet making and general pharma-

ceutical manufacturing, each with a pharmacist in charge and probably with several assistant pharmacists. The pharmacist commencing a production career will enter a period of training under the supervision of his departmental manager, during which time he may be of value for checking and supervising unqualified production staff because of his background and at the same time may gain detailed experience of the specialised processes and plant with which he becomes involved. Ideally the training should include adequate periods in all sections of the various departments. He should then be ready for promotion, which would probably be to a position of responsibility in a limited field of activity. His work may then become technically highly specialised, while at the same time he acquires experience of general day-to-day organisation. If he becomes a departmental manager his technical responsibility may remain specialised but his activities will widen to include detailed production planning; staff selection, training and control; improvement of methods and plant, and co-operation with various service departments. Ultimately his period of technical specialisation may be followed by the broad responsibilities of production manager obtained by promotion or by moving to a smaller factory where the production pharmacist wears many hats, all at the same time.

There is great satisfaction to be obtained from a career in production; a sense of achievement often tempered with a deal of frustration, and always a challenge.

Most of the mystery and art that once played such an important part in pharmaceutical manufacture has been replaced by sound scientific methods, and there is clearly a rôle for the production pharmacist to play in developing the more efficient methods of production which must continue to evolve and improve.



# QUALIFYING IN PHARMACY

# Requirements for registration and information on further studies

STUDENTS in Great Britain who have decided to take up pharmacy as a career should first register as a "student" with the Pharmaceutical Society, 17 Bloomsbury Square, London, W.C.2. The fee for registration as a "student" is £4 4s. The standard for entry in England and Wales is passes at Advanced Level of the General Certificate of Education in chemistry, physics and either biology, botany, mathematics or zoology. The Society has its own Entrance Examination in chemistry, physics, biology and mathematics, that students who have two Advanced Level passes, but whose subjects differ from those above, can take in the outstanding subject or subjects.

Prospective entrants from Scotland should have passed any examination or examinations which would be accepted by the Scottish Universities Entrance Board as qualifying for the Board's Attestation of Fitness. An acceptable alternative is the Leaving Certificate Examination of the Scottish Education Department or the Scottish Certificate of Education or the Scottish Universities Preliminary Examination in four subjects on the Higher Grade or in three subjects on the Higher Grade and two subjects on the Lower or Ordinary Grade. The entrant must then pass either the Society's Entrance Examination in all subjects to qualify for registration as a student or pass the appropriate subjects in the General Certificate of Education Examination at Advanced Level. The first degree examination of a Scottish University is also acceptable provided it has been passed in the subjects of the Entrance Examination, If the examination has been passed in only two of the required subjects, the third may be taken in the Entrance Examination.

The Society's Entrance Examination is held in March, June and September. The examination fees are £3 3s. for each subject.

# Three-year Course

The next step for the student is to

attend a full-time course at a school of pharmacy for the Pharmaceutical Chemist Qualifying Examination. The subjects for study are pharmacognosy, pharmaceutical chemistry, physiology, pharmacology and pharmaceutics. The course extends over three years and is divided into three parts. The student is examined in pharmacognosy, pharmaceutical chemistry and physiology at the end of the first year (written papers only); in pharmacognosy, pharmaceutical chemistry and pharmaceutics (written and practical) at the end of the second year; and at the end of the third year there is a written examination in pharmaceutical chemistry, a written and oral in pharmacology and a written, practical and oral examination in pharmaceutics.

Examination fees are £2 2s. for each subject in the first year and £3 3s. per subject in the following years. As well as passing the Qualifying Examination a student must complete a course of practical training of not less than one year before being admitted to the Pharmaceutical Register.

#### **Practical Training**

The training can be done in a pharmacy, a hospital pharmaceutical department or a pharmaceutical manufacturing laboratory, either before or after the three-year full-time course of study. Practical training obtained under other conditions may be accepted by the Council. Particulars as to the place where training is to be done must be submitted to the Secretary and Registrar of the Society. On completion of the year's practical training registration as a pharmacist can be effected on payment of £5 5s. each year.

Degrees in pharmacy are awarded at the Universities of: Glasgow, Leeds, Liverpool, London, Manchester, Nottingham and Wales. Graduates holding these degrees may apply for registration as a pharmacist, but they must first complete one year's practical training. To a small extent the entrance requirements of the universities differ slightly

from those required by the Pharmaceutical Society and particulars should, therefore, be sought from the university where the student intends to study.

There are technical colleges in all large cities where a student may receive tuition for the Advanced Level of the General Certificate of Education.

For the three-year qualifying course there are seventeen schools of pharmacy in Great Britain including the seven university schools mentioned above; particulars of these are given in the table. Normally university schools give priority to students who are to read for the degree in pharmacy awarded by that university, but some of the technical colleges take students for the external degrees awarded by the University of London.

Demand for places whether at technical college or university may be in excess of places available and early application is essential; normally between October and January for the following September-October session.

#### Fees

The tuition fees at the schools vary considerably; in Scotland they are from £50-£55 per session and in England they vary from £26 to £38 for the Society's diploma according to the school. For a degree the cost is around £66 per year. Those figures do not include cost of residence and the total cost might well be from £300-£400 per year. There are grants and scholarships including State scholarships available which may cover maintenance as well as fees, and advice about these should be sought from the local education authority. Many of the colleges also give prizes annually to students of suitable merit. Advice on those and how to apply for them can be obtained from the local education authority or the entrant's school. Most counties will award an educational grant towards the cost of tuition and maintenance to students who have gained three passes in the General Certificate of Education at Advanced level.

# **COURSES FOR PHARMACY STUDENTS**

# 1. QUALIFYING EXAMINATION

Centre		Institution	Head of Pharmaceutical Department	Session starts	Enrolment
ABERDEEN	• • • •	Robert Gordon's Technical			
		College	D. Edwards, Ph.D., B.Sc., F.R.I.C., F.P.S.	October 1	September 1
BIRMINGHAM		College of Advanced Technology	F. R. C. Bateson, B.Pharm., F.P.S.	September 23	September 20
Bradford		Institute of Technology	J. M. Rowson, Ph.D., M.Sc., B.Sc., F.P.S.,		
			F.L.S., F.R.M.S.	September 30	September 30
Bristol		College of Science and	D. A. Norton, B.Sc., D.B.A., F.P.S.,		
		Technology	A.C.T.	September 19	Immediately
CARDIFF		Welsh School of Pharmacy,	R. V. Lloyd, B.Pharm., F.P.S.	September 25	No vacancies
		Welsh College of Advanced Tech-		•	
		nology and University of Wales			
Edinburgh		Heriot-Watt College	H. H. Campbell, B.Sc., F.R.I.C., F.P.S.,		
			A.HW.C.	October 8	By September 1
Leicester		College of Technology	C. Gunn, B.Pharm., F.P.S.	September 16	No vacancies
Liverpool		College of Technology	T. L. Bowyer, F.R.I.C., F.P.S.	September 16	September 13
PORTSMOUTH		College of Technology	E. Thorpe, B.Sc., B.Pharm., F.P.S.	September 17	Immediately
SUNDERLAND		Technical College	F. H. Oliver, B.Sc., B.Pharm., F.P.S.,		
SOMBEREARD,		22	A.C.T.	September 23	September 11

# 2. UNIVERSITY DEGREE COURSES IN PHARMACY

(a) Internal degree of the university.

Centre	Institution	Head of Pharmaceutical Department	Part II Subjects	Session starts	Enrolment
CARDIFF	Welsh School of Pharmacy,	R. V. Lloyd, B.Pharm., F.P.S.		October 1	No vacancies
	Welsh College of Advanced Technology and University				
	of Wales				
GLASGOW	Royal College of Science and	J. B. Stenlake, D.Sc., Ph.D.,			
	Technology	,	See note 1 below	October 4	October 1–3
LEEDS	Department of Pharmacology,	D. R. Wood., M.A., B.M.,			
	School of Medicine	B.Ch., B.Sc.		October 1	September 30
LIVERPOOL	College of Technology	T. L. Bowyer, F.R.I.C., F.P.S.	See note 2 below	October 19	Apply to Univer-
London	School of Pharmacy, Univer-	F. Hartley, B.Sc., Ph.D., F.P.S.,			sity of Liverpool
	sity of London	F.R.I.C.	ABCDE	October 2	No vacancies
	Chelsea College of Science	A. H. Beckett, D.Sc., Ph.D.,			
	and Technology	F.R.I.C., F.P.S.	ACDE	September 30	No vacancies
MANCHESTER	The University	K. Bullock, Ph.D., M.Sc.,			
		F.R.I.C., F.P.S.		September 30	No vacancies
Nottingham	The University	G. E. Trease, B.Pharm., F.P.S.,			
		F.R.I.C., F.L.S., D. de L'U.	ACDE	October 4	No vacancies

(b) External degree of London University.

Centre	Institution	Head of Department	Part II Subjects	Session starts	Enrolment
BIRMINGHAM	College of Advanced Tech-	F. R. C. Bateson, B.Pharm.,			
	nology	F.P.S.	ACD	September 23	September 20
Bradford	Institute of Technology	J. M. Rowson, Ph.D., M.Sc.,			
		B.Sc., F.P.S., F.L.S., F.R.M.S.	ACDE	September 30	September 30
Brighton	*School of Pharmacy, Technical	J. C. Parkinson, Ph.D.,			
	College	B.Pharm., F.R.I.C., F.P.S.	ACDE	September 26	No vacancies
Bristol	College of Science and Tech-	D. A. Norton, B.Sc., D.B.A.,			
	nology	F.P.S., A.C.T.	ACE	September 19	Immediately
Leicester	School of Pharmacy, College	C. Gunn, B.Pharm., F.P.S.	ABCDE	Scptember 16	By September 1
	of Technology				
Liverpool	College of Technology	T. L. Bowyer, F.R.I.C., F.P.S.	Not offered	September 16	September 13
Sunderland	Technical College	F. H. Oliver, B.Sc., B.Pharm.,			
		F.P.S., A.C.T.	ACDE	September 23	September 11

1. Honours year: Pharmaceutics and one other subject from pharmaccutical chemistry, pharmacology, microbiology, biochemistry or pharmacognosy. 2. Leading to B.Sc. (Honours pharmacology), University of Liverpool. \* College of Technology after August 1.

KEY to subjects offered for specialisation at Part II of university degree courses (where applicable): A = Pharmaceutical chemistry. B = Pharmaceutical engineering science. C = Pharmaceutics. D = Pharmacognosy. E = Pharmacology.

# 3. REVISION AND POST-GRADUATE COURSES

BRISTOL: College of Science and Technology; refresher courses in pharmaceutics, physiology and pharmacology (in collaboration with local branches of the Pharmaceutical Society).

CARDIFF: College of Advanced Technology and University of Wales;

CARDIFF: College of Advanced Technology and University of Wales; course of six lectures and demonstrations for pharmacists on radioactivity, Thursdays at 7.30 p.m., commencing October 3.

EDINBURGH: Heriot-Watt College; oneyear post-graduate course for Associateship of the Heriot-Watt College in Applied Pharmacy. Two subjects chosen from: (i) pharmaceutical analysis; (ii) industrial microbiology; (iii), pharmaceutical engineering. GLASGOW: Royal College of Science and Technology; one-year post-graduate courses in pharmaceutical chemistry, pharmacology and pharmaceutical technology leading to the Post-graduate Diploma of the College. These courses are open to graduates in pharmacy and, subject to provisions, pharmaceutical chemists whose qualification is based on the three-year curriculum.

LEEDS: The University; post-graduate course in pharmacology possible.

LEICESTER: College of Technology; extension courses in pharmacology are

arranged in Leicester and district. LONDON: School of Pharmacy, University of London; post-graduate courses for the M.Pharm., Ph.D. and M.Sc. degrees, by research only, in pharmaceutics, pharmaceutical chemistry, pharmacology, pharmacognosy, or pharmaceutical engineering science.

LONDON: Chelsea College of Science and Technology; a day revision course for students referred or failed in Part I of the B.Pharm. examination. Evening extension courses (two in Autumn term, one in Spring term) dealing with hospital, retail and industrial aspects of pharmacy.

MANCHESTER: The University; postgraduate courses available for degrees of M.Sc., Ph.D., and D.Sc.

PORTSMOUTH: College of Technology: refresher course in pharmacology of ten evening lectures in the autumn term. Also short courses in radioactivity (theory and practical).

# 5. PHARMACY TRAINING IN IRELAND

# The Republic

STUDENTS in the Republic of Ireland have the choice of two courses; the course leading to the qualification of pharmaceutical chemist and the course leading to the qualification of pharmaceutical assistant.

# Pharmaceutical Chemist Qualification

A student who wishes to become a pharmaceutical chemist must (a) register with the Pharmaceutical Society of Ireland; (b) enrol in University College, Dublin, for a three-year course leading to the degree of B.Sc. (Pharmacy); (c) devote one year to practical training in an approved pharmacy; (d) pass an examination in forensic pharmacy conducted by the Pharmaceutical Society of Ireland.

Students should first apply to the Registrar of the Pharmaceutical Society of Ireland for a form of application, which must be completed and returned with (i) evidence that the applicant has

passed English, Irish, Latin, mathematics and another subject in the Matriculation examination of the National University of Ireland;\* (ii) a copy of his

\* A student who has passed the specified subjects in the Leaving Certificate examination of the Department of Education or in the Grammar School Senior Certificate examination, may effect registration as a matriculated student of the National University of Ireland by making application to the Registrar, National University of Ireland, 49 Merrion Square, Dublin 2, Early application is essential, Students seeking exemption from the Matriculation examination of

N.U.I. should communicate with the President of University College, Earlsfort Terrace, Dublin, submitting certificates of examinations passed, a birth certificate and a recent reference. Students educated outside the State are not required to have passed Irish.

birth certificate; (iii) a registration fee of £4 4s.

Application for preliminary registration should be made by post on, or before, September 1.

# Admission

No student will be admitted to University College, Dublin, for the Pharmaceutical Science course who will not have attained the age of seventeen on January 15 of the year following entry. Students must register, by personal attendance, at the time appointed for their year and faculty. College fees are about £70 a year for students whose home residence is in Ireland on September 5 of the year they enter college. For all other students, fees payable are about 50 per cent. greater. Candidates for the B.Sc. (Pharmacy) degree are required to pass (i) the first University examination in pharmaceutical science; (ii) the second year College examination in pharmaceutical sciences; (iii) the final examination for the degree of B.Sc. (Pharmacy). Students preparing for the first University examination in pharmaceutical sciences must attend U.C.D. for three terms, and must present themselves for examination in experimental physics, chemistry, botany and zoology. Students must pass the examination as a whole and no exemptions are granted. Successful candidates are then required to attend a second and third-year course at the College of Pharmacy and U.C.D. for six terms. The subjects for the final examinations are pharmaccutical chemistry, pharmacognosy, pharmacology and pharmaceutics.

A student who has passed the Degree examination must devote one year to practical training in a pharmacy (approved for that purpose by the Council of the Pharmaceutical Society of Ireland) to become eligible to enter for the Pharmaceutical Licence examination conducted by the Society. The subject of this examination is forensic pharmacy and successful candidates are eligible for registration as pharmaceutical chemists. The fee for registration

is £10 10s.

# Pharmaceutical Assistant Qualification

Pharmaceutical assistants may not conduct pharmacies on their own account, but may carry out the duties of a pharmaceutical chemist during the temporary absence of the latter. A student who wishes to take the Pharmaceutical Assistants' course must apply for preliminary registration with the Society and must submit evidence that he or she has passed Irish, English, Latin or Greek or a modern European language, mathematics and a fifth subject in (a) the Matriculation examina-tion of the National University of Ireland; (b) the Leaving Certificate examination; or (c) any examination of equivalent standard conducted outside the State which may be accepted by the Council. The registered student serves three years as an apprentice in an approved pharmacy and then attends the College of Pharmacy for a course of lectures lasting approximately four months. The Pharmaceutical Assistants lasting approximately four examination is held at the conclusion of the course and successful candidates are entitled to registration. Fees are: Preliminary registration, £4 4s.; Assistants' course, £25; Assistants' examination, £3 3s.; registration, £2 2s. Pharmaceutical Assistants who wish to proceed to the qualification of Pharmaceutical Chemist must attend the lectures prescribed in the Pharmaceutical Chemists' Regulations but will not be required to serve any additional period of practical training.

Further information may be obtained from the Registrar, Pharmaceutical Society of Ireland, 18 Shrewsbury Road,

Ballsbridge, Dublin, 4.

# The North

TO be eligible for registration as a a candidate must have passed in the following subjects of one of the recognised examinations: English language, a mathematical subject, physics, chemistry and any other subject. If the subjects have not been subject, taken at the one occasion then at least one of the subjects must have been passed at Advanced level or marks equivalent to the credit standard in the Grammar School Senior Certificate examination of the Ministry of Education for Northern Ireland must have been obtained in at least two of the subjects taken at Ordinary Level. The following examinations are recognised:

The Grammar School Senior Certificate examination of the Ministry of Education for Northern Ireland.

The Leaving Certificate examination of the Scottish Education Department.

The General Certificate of Education examination of the following examining bodies:

University of Bristol. University of Durham. University of London.

Cambridge Local Examinations Syndicate.

Oxford and Cambridge Schools Examining Board.

Oxford Local Examinations Delegacy.

The Associated Examining Board for the General Certificate of Education.

Joint Matriculation Board of the Northern Universities.

Southern Universities Joint Board for School Examinations.

Welsh Joint Education Committee.

# Part I Qualifying Examination

After registration the student must attend a one-year full-time course of instruction in the subjects biology. physics and chemistry. A student who has failed on three occasions to pass the examination may be permitted a fourth attempt only if so recommended by the board of examiners. A student who has passed the examination must then serve an apprenticeship for two years under a registered pharmacist.

# Part II Qualifying Examination

After completion of apprenticeship the student must attend a two-year course of study for the Part II Qualifying examination which is divided into: Part A: Pharmaceutical chemistry I,

pharmaceutics I, pharmacognosy and physiology.

Part B: Pharmaceutical chemistry II, pharmaceutics II, and pharma-

cology. A student who passes the Part A examination or who fails to satisfy the board of examiners in only one subject may attend the course of instruction in the Part B subjects. A student who fails to satisfy the board of examiners in two only of the Part A subjects must re-attend the course of instruction in those subjects before again presenting himself for examination. may at the same time attend the lectures in pharmacology. If a student fails to satisfy the board of examiners in these in three or more of the Part A subjects he must re-attend the course in all four subjects before again presenting him-self for examination. On passing the Part II Qualifying examination, provided he is not less than twenty-one years of age, the student is eligible to be registered as a Pharmaceutical Chemist. A person who has passed the final examination for the degree of pharmaceutics of the Queen's University, Belfast, and who satisfies the examiners in such other subjects as the Council may determine shall, if his apprenticeship is completed, be eligible for registration as a Pharmaceutical Chemist.

For registration as a student the fee is £4 4s. The fee for Part I Qualifying examination is £6 6s. for the first occasion and £4 4s. for subsequent entry; for the Part II examination the fee is £3 3s. for each subejct.

Further information may be obtained from the Registrar, Pharmaceutical Society of Northern Ireland, 73 University

Street, Belfast.

# TRAINING IN ALLIED PROFESSIONS

#### MEDICINE

THE registration body for medical practitioners in the United Kingdom is the General Medical Council, 44 Hallam Street, London, W.1. There are a number of examining bodies, and when a student has passed the final examination of one of these bodies he is entitled to provisional registration as a medical practitioner. In order to obtain full registration he must thereafter render satisfactory service for twelve months in appropriate resident ap-pointments in approved hospitals or institutions. Study for a medical qualification occupies a minimum of five

academic years after passing a recognised examination in general education and in chemistry, physics and biology.

The principal universities in the U.K. confer degrees in medicine and surgery (M.B., Ch.B., or equivalent). examining bodies whose qualifications confer a title to registration are:

THE ROYAL COLLEGE OF PHYSICIANS OF LONDON and THE ROYAL COLLEGE OF SURGEONS OF ENGLAND, particulars are obtainable from the Secretary, Examining Board in England, Examination Hall, 8 Queen Square, London,

THE SOCIETY OF APOTHECARIES OF

LONDON, particulars are obtainable from the Registrar, Apothecaries' Hall, Black Friars Lane, Street, London, E.C.4. Queen Victoria

THE ROYAL COLLEGE OF PHYSICIANS AND SURGEONS OF EDINBURGH and THE ROYAL COLLEGE OF PHYSICIANS AND SURGEONS OF GLASGOW, particulars are obtainable from the Secretary, Scottish Conjoint Board, 18 Nicholson Street, Edinburgh.

# DENTISTRY

THE practice of dentistry is restricted by Act of Parliament to persons registered in the dentists register or under the Medical Acts, but the provision of general dental services under the National Health Service Acts is confined to persons included in the dentists register. Possession of a degree or licence in dental surgery granted by a university or other licensing corporation in Great Britain or Ireland carries with it the right to be included in the dentists register kept by the General Dental Council, 37 Wimpole Street, London, W.1. Degrees and licences in dental surgery are granted by Bristol, Durham, Leeds, Liverpool, Manchester and Sheffield Universities and by Queen's University, Belfast. Degrees only are granted by Birming-ham, London, Edinburgh, Glasgow, and St. Andrews Universities and by the National University of Ireland and the National University of Ireland and by Dublin University. Licences are granted by:—ROYAL COLLEGE OF SUR-GEONS OF ENGLAND, Lincoln's Inn Fields, London, W.C.2; ROYAL COL-LEGE OF SURGEONS OF EDINBURGH, 18 Nicholson Street, Edinburgh, 8; ROYAL COLLEGE OF PHYSICIANS AND SURGEONS OF GLASGOW, 242 St. Vincent Street, Glasgow; ROYAL COLLEGE OF SUR-GEONS IN IRELAND, St. Stephen's Green, Dublin. The course usually extends over five years. Registration in the Republic of Ireland is in the hands of the Dental Board, 57 Merrion Square, Dublin.

# **OPTICS**

THERE are three examining bodies concerned with the career of ophthalmic optician: The Worshipful Company of Spectacle Makers, the British Optical Association and the Scottish Association of Opticians. The qualifying course lasts three years at an approved college plus one year's clinical practice. Entrants to the course must hold two subjects at advanced level and three at ordinary level, G.C.E. Further details from the Association of Optical Practitioners, 65 Brook Street, London, W.1, or from any of the examining bodies.

# CHEMISTRY

THE Ministry of Education, in Rules 100 (revised 1958) gives details of National Certificates and Diplomas available in Chemistry and Applied Chemistry. The courses of instruction for National Certificates require attendance at an emprayed course for at least dance at an approved course for at least 180 hours in each year. In chemistry there is a senior course extending over three years for students who, up to the age of sixteen, have received a full time education or alternatively have satisfactorily completed a preparatory part-time course of study. It leads to the Ordinary National Certificate in chemistry for which the student receives, in addition to training in chemistry, tuition mathematics and in mathematics and physics. The advanced course extends over two further years and leads to the Higher National Certificate in chemistry. Students are not admitted to the courses unless they are thought to be qualified to profit from them. The courses for National Certificates in applied chemistry are subject to substantially the same regulations, the study of a selected branch of chemical technology normally being introduced into the third year of the senior course and the second year of the advanced course. Full-time courses of two years' duration and sandwich courses extending over three years culminate in Higher National diplomas in chemistry and applied chemistry.

# **PHOTOGRAPHY**

THE examinations organised by the Photographic Dealers' Association, have for their object the raising of the standard of efficiency of assistants, both in practical photography and salesmanship, as applied to the business of the photographic dealer. The examinations, which can be taken by dealers as well as assistants, comprise an intermediate

and advanced grade.

In the intermediate examination, candidates are required to give written and oral answers on subjects such as simple cameras, accessories, sensitised materials, chemicals, etc. All successful candidates in the intermediate examination receive a certificate. The advanced examination written paper consists of questions on both still and ciné photography. The oral section allows each candidate approximately 10 minutes on ciné, and the work to be submitted for the practical section includes three

colour transparencies, miniature or roll film, and a colour ciné film (8 mm, or 16 mm.) not more than 100 ft. in length. Successful candidates in the advanced examination (which is open only to those who have passed the intermediate section), receive a Diploma. Holders of the P.D.A. diploma become automatically eligible for associate membership of the Association upon application, and (if and when they open an approved photographic shop) be-come automatically entitled to full membership. Travelling scholarships may be awarded to candidates showing outstanding merit in both the Advanced and Intermediate examinations.

Examinations take place in London. Manchester, Birmingham and Scotland. The entrance fees are: Intermediate examination £4 4s, for non-members of the P.D.A. and £2 2s, for members and assistants of members. Advanced examination £6 6s. and £3 3s. Syllabus and full examination details (to be held on March 12, 1964) may be obtained from the general secretary, P.D.A. House, 46 Bloomsbury Street, London, W.C.1.

# **CHIROPODY**

THE course of training for chiropody is three years' full-time attendance at one of the eight schools of chiropody recognised by the Society of Chiropodists, 8 Wimpole Street, London, W.1, the body that sets the professional exami-Students who satisfactorily nations. complete the course will be eligible for State Registration under the Professions Supplementary to Medicine Act, 1960. This is the only course of training in chiropody which is recognised by the Ministry of Health and the Department of Health for Scotland as qualifying for employment within the National Health Service.

# MANUFACTURERS' ACTIVITIES

Shavers for Explorers. — A British Schools Exploring Society team which is visiting Finland, is taking twelve "Holiday" battery shavers provided by Pifco, Ltd.

"Salesman of the Year." — The honour of being named "Diversey Salesman of the Year" for 1962 goes to Mr. B. San Marzano, who represents his company (Diversey (U.K.), Ltd.), in Staffordshire, Shropshire, Radnorshire, and part of Warwickshire. Mr. San Marzano thus wins the "March of Progress" contest which occupies an important place in the Diversey sales organisation.

Official Visit to Chemical Works.— Lord Brecon (Minister of State for Welsh Affairs) visited the factory of Graesser Salicylates, Ltd., Sandycroft, Chester, on March 27, to congratulate the company on its consistently good export record which represents approximately one-third of its annual turnover. The Minister was received by Mr. F. R. Graesser-Thomas (chairman and founder of the company which, for the past two years, has been a member of the Aspro-Nicholas organisation).

Film for Packers. — The packaging division of the Reed Paper Group, Reed House, Kew Bridge, Brentford, Middlesex, recently launched a new film: "Packed for Impact." Designed to give potential customers an insight into the wide variety of materials available for packaging, the film shows the manufacture of bags, cartons, boxes and plastic containers. Emphasis is laid on the services available to customers,

Nurses' "Goodwill" Tour.—A team of four nurses, which left Britain by Land Rover on March 30 on a 20,000mile goodwill tour, received a substantial cash donation towards the cost of the tour and a supply of Daptazole from Nicholas Laboratories, Ltd., Slough, Bucks, and a supply of Albucid eye drops from their associate company, Britsh Schering, Ltd. The trip takes in Europe and the Middle East and the nurses will be visiting hospitals and clinics in twenty-one countries, offering guidance in new nursing techniques.

Awards for Youth Leaders.—Thirtysix contestants from all part of Great Britain took part in the 1962/63 Remington national junior leadership award contest on March 30. The annual event is run by the National Association of Youth Clubs in conjunction with Remington Electric Shaver, Ltd., 26 Kensington High Street, London, W.8, to choose the outstanding youth personalities of the year. Winners were Phyllis Preston, Glasgow, and Robert Spooner, Thornaby-on-Tees. Prize is three days in Paris.

# PHARMACEUTICAL SOCIETY OF GREAT BRITAIN **EXAMINATION CONCESSIONS**

Committee to review and tidy up the position

THE Pharmaceutical Society proposes to "tidy up" the situation concerning examination concessions. At the meetings of the Council of the Society in London on April 2 and 3 MR. H. S. GRAINGER, presenting the minutes of the Education Committee, reported having received applications under paragraph 6 of the Regulations for permission to be granted to applicants who had passed at advanced level in two subjects in January to undergo a period of six months' practical training on the understanding that they would pass the third subject in June. The Committee decided that the applications should not be granted, and that its decision should be publicised.

# Too Many Concessions?

In reply to a question Mr. Grainger said that, in the past, concessions had been given to students in two subjects at advanced level to allow them to commence practical training. So many concessions had, however, been given that the position had become confused. The Committee was in process of reviewing the situation as cases arose, in order to tidy up the position. The Council had accepted that practical training should, in principle, be taken after the final examinations had been passed. To allow a student to do precollege training at all was in a sense a concession. To allow him to start practical training before completing the examination requirements for registration as a student was yet another concession. In the case under consideration, the students wanted to go even further. Having passed an examination only in January, they wanted to put in six months on the understanding that they would pass the third necessary subject in June. The Committee was not amending the regulations, but adhering to the normal procedure.

It was reported that the booklets "A Career for you in Pharmacy" and "A Guide for Branch Advisers on Pharmacy as a Career" had been modified in the light of recent changes in the examination regulations and the regulations for registration as a student; copies of the new issues would become available shortly.

The Council agreed that Mr. W. M. Darling should be nominated to serve as the Society's representative on the governing body of Sunderland Technical College for a further period of three years; that Professors Leonard Saunders and Raymond Smart should be appointed to the boards of examiners for England and Wales, and Scotland, respectively, and that Mr. G. T. M. David should be nominated to serve as the Society's representative on the governing body of the Welsh College of Advanced Technology for a further period of three years.

A letter was received from the London County Pharmaceutical Association concerning suggestions for increasing contributions to the Benevolent Fund. The Committee welcomed the interest shown and agreed to discuss the matter with the Association.

A letter was received from the Ministry of Health concerning representation on the Therapeutic Substances Act, 1956, Advisory Committee and suggesting that the appointing bodies should review the matter from time to time in case the circumstances which led to the appointment of individual members had changed. The Council approved the Organisation Committee's recommendation that Dr. W. Lanc-Petter should be nominated to represent the Society, and thanking Professor A. D. McDonald for his services in that capacity for many years.

The Law Committee reported that the Central Midwives Board had been in touch with the Society concerning a procedure for deciding what restricted drugs could be regarded as being used by midwives for their professional duties. The Committee considered the procedure suggested and recommended its approval. The recommendation was adopted

Following a recommendation made by MR. W. J. TRIS-TRAM at the previous meeting of the Law Committee, and adopted by the Council, that the procedure for the submission of applications for the registration of premises should be altered, the Committee recommended, and the Council approved,

(1) That the following proposal for altering the by-laws be approved:

SECTION XXIV — REGISTRATION OF PREMISES

Paragraph 1, Line 4

After the words "on a form to be obtained from the Registrar" add
"and in the case of those premises required to be registered under Section 12 of the Pharmacy and Poisons Act, 1933, the form shall be lodged with the Registrar at least twenty-eight days before the applicant intends to commence business on those prem ses.

(2) That notice of the approval by the Council and of the intention of the Council to alter the said by-law at the expiry of not less than sixty days from the date of the said notice shall be given to members in the Pharmaceutical Journal.

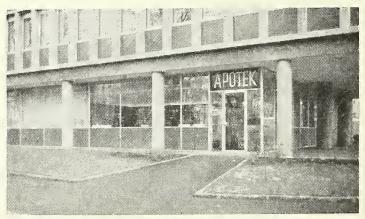
The Council accepted a recommendation from the Films Committee that the Society should purchase a 16-mm, cine camera and accessories suitable for the production of short technical or educational films.

A letter was received from the Home Office pointing out that the Department was anxious that means of reducing the number of experiments on animals should be explored, and seeking information on a number of points concerning the possibility of using films in place of demonstrations. The matter was referred to schools of pharmacy.

# From Apothecary to Pharmacist A STUDY OF CHANGES OF TITLE

# TITLES USED IN NORWAY

The Norwegian name for a pharmacist is also APOTEKER and for pharmacy APOTEK. The title provisor is also used in Norway by pharmacists who have had the same education as the apoteker and have passed the APOTEKEREKSAMEN. The title FARMASYT is used for a pharmacist without that examination, but having a lower qualification. Norway has also two pharmaceutical organisations, the Norges Apotekerfor-



An Oslo pharmacy,

ening (proprietors) and the Norsk Farmaceutisk Selskap (non-proprietors).

The word HUSAPOTEK is used for a home first-aid box and LOMMEAPOTEK for a pocket first-aid box.

Burt's Danish-Norwegian-English Dictionary (1961) gives both "drog" and "specerivare" for drug and "drogist," "specerihandler" and 'materialist." Here we find words similar to the English spicer for drugs and persons handling drugs, (cf. section on England.)

# Pharmaceutical Society of Ireland MONTHLY MEETING OF COUNCIL

(Concluded from The Chemist and Druggist, April 20, p. 422)

STATING that the "red book" was now out of print, MR. WALSH asked whether it would be possible to circulate members with copies of the new regulations?—The REGIS-TRAR replied that, some time ago, the Council had decided to defer publication of a new book of Acts and regulations until regulations made under the Poisons Act, 1961, and the complete regulations under the Pharmacy Act, 1962. were ready for inclusion.

When MR. McElwee said he understood that the Dublin Health Authority was looking for an increased discount over and above wholesale prices, THE PRESIDENT replied that the Council had received a copy of a letter that had been forwarded to the Minister for Health and Minister for Local Government on behalf of various pharmaceutical manufacturing interests. Doubtless, the I.D.A. would investi-

gate the matter fully.

Messrs. Miller and Semple were appointed Council representatives on the Post-graduate Education Committee, the president being an ex-officio member. It was agreed to appoint to the Committee Professor R. Timoney and a member of the academic staff nominated by him.

THE REGISTRAR said he had had queries from a number of life members asking how they stood in the matter of the new fees. He had informed them that they would not have to pay either the retention or membership fee but would be asked to contribute towards the cost of the

THE REGISTRAR reported that a number of manufacturing companies had agreed to donate a showcase containing samples of their products to be displayed in the College for the benefit of students, particularly those who had not started their apprenticeship.

THE PRESIDENT thanked the companies for their generous donations.

# Registration and Membership Changes

Preliminary registration was granted to Loreto Maxwell and Norecn

McFadden, James E. Power was elected to membership.

The following were nominated for membership:—E. J. Cahill, L.P.S.I., 140 Tyrconnell Park, Inchicore, Dublin, 8, J. A. Cahill, L.P.S.I., The Abbey, Roscrea, co. Tipperary, Mrs. Mary E. Chambers, L.P.S.I., Grouse Lodge, Drumkeerin, co. Leitrim, Mrs. Joan Cronin, L.P.S.I., South Square, Macroom, co. Cork, Miss Winifred Cullinane, L.P.S.I., John Street, Waterford, Miss Elizabeth M. Curtin, L.P.S.I., Adarc, co. Limerick, Mrs. Mary Gleeson, L.P.S.I., 2 Terenure Road North, Dublin, 6, T. Greany, L.P.S.I., Main Street, Ballybunion, co. Kerry, W. H. Harman, L.P.S.I., Carrick-on-Shannon, co. Leitrim, Mrs. Mary E. Harte, L.P.S.I., Café Cairo, Wine Street, Sligo, Miss Nuala M. Howard, L.P.S.I., The Square, Kilrush, co. Miss Mary E. Jennings, L.P.S.I., Old Court, Skibbereen, co. Cork. Clare, Miss Mary E. Jennings, L.P.S.I., Old Court, Skibbereen, co. Cork, T. Kelly, L.P.S.I., Carrig House, Midelton, co. Cork, J. Kelledy, L.P.S.I., 45 Covent Road, Dalkey, co. Dublin, E. J. Kennelly, L.P.S.I., 6 Castle Street, Tralee, co. Kerry, E. McGee, L.P.S.I., 5 Greenlea Avenue, Terenurc, Dublin, 6, N. McManus, L.P.S.I., 17 Rathgar Avenue, Dublin, 6, Mrs. Mary Mullin, L.P.S.I., Woodford, co. Galway, Miss Eibhlin O'Beirne, L.P.S.I., Henry Street, Galway, D. O'Riordan, L.P.S.I., Newmarket, co. Cork, M. Sheehan, L.P.S.I., New Street, Newmarket, co. Cork, S. Smith, L.P.S.I., 18 Frascati Park, Blackrock, co. Dublin, J. Mechan, D.C.D., Ashton, Rushbrook, co. Cork, Dr. Mary Auderiah, Convigham, L.P.S.I., Ashton, Rushbrook, co. Cork, Dr. Mary Auderiah Conyngham, L.P.S.I., Clovergates, Tresahar, Falmouth, Cornwall, M. J. Cullen, L.P.S.I., 21 Brookville Park, Stradbrook, Blackrock, co. Dublin, Mrs. M. K. D. Noonan, L.P.S.I., Tubbercury, co. Sligo, O. J. O'Callaghan, L.P.S.I., The Square, Carlingford, co. Louth, Mrs, Joan Gilna, L.P.S.I., 48 Ballybough Road, Dublin, 11, M. W. Burke, JKL Street, Edenderry, J. J. Byrnes, 30 Dale Drive, Stillorgan, co. Dublin, Mrs, Mary B. Costello (née Lyons), Main Street, Arklow, co. Wicklow, Miss Sheila McCready, Earlsfort Pharmacy, Lower Leeson Street, Dublin, Michael Daly, Howth Road, Raheny, Dublin, 3, Miss Bridget E. Gavaghan, Aclare, co. Sligo, Mrs. Sheelah McGee (née Wickham), Killybegs, co. Donegal, Mrs. Josephine McMahon (née Dunworth), Main Street, Tipperary, Dr. Catherine Maguire, Lishcenabrone, Swinford, co. Mayo, Mrs. Martha O'Broin (née Evans), Foxford, co. Mayo, Miss Veronica Theresa O'Shea, 8 Dolphin Avenue, S.C. Road, Dublin, Miss Mary P. Sadlier, Sarsfield Street, Limerick, D. Sammon, 50 Liberty Square, Thurles, Miss Eileen Sullivan, 63 Main Street, Mallow, Cork, J. C. Travers, Clonkeen Road, Deansgrange, co. Dublin, Miss Winifred Flanagan, Headford, co. Galway, Miss Eileen Banahan, Cloonfree, Strokeswotn, co. Roscommon, and E. B. McHugh, Hayes, Conyngham & Robinson, Ltd., Ballsbridge.

Nominated for associate membership were: — W. V. Bell, Bailieborough, co. Cavan, T. O'Sullivan, 15 Duke Street, Athy, W. W. Williams, Middle Abbey Street, Dublin, and Padraic Savage, Salthill, Galway.

The following changes of address were noted: -Miss Olive Boles, L.P.S.I., to 1 Mount Merrion Gardens, St. llorgan Road, Blackrock, co. Dublin; M. J. Bunyan, L.P.S.I., to 14 Clareville Road, Kenilworth Park, Dublin, 6; J. A. Burke, L.P.S.I., to "Majella," Circular Road, Sligo; M. J. Cullen, L.P.S.I., to 21 Brookville Park, Stradbrook, Blackrock, co. Dublin; Miss Elizabeth M. Curtin, L.P.S.I., to Adare, co. Limerick; Miss Etna Deery, L.P.S.I., to 92 Cedarwood Road, Ballymun, Dublin, 11; Miss Kathleen Fitzsimmons, L.P.S.I., to Kilmartin Hill, Wicklow; E. Foley, L.P.S.I., to 9 Norwood Park, Sandford Road, Dublin, 6; J. A. Gleeson, L.P.S.I., to Beechpark, Castleknock, co. Dublin; F. Hart, L.P.S.I., to Frenchpark, Castlerea, co. Roscommon; Dr. P. J. Hennessy, M.P.S.I., to "Pine Grove," White's Cross, co. Cork; Lieut, R. McCarthy, L.P.S.I., to Medical Mess, General Military Hospital, Curragh Camp; Miss Ellen McCabe (assistant), to St. Anne's, Lower Mounttown, Dun Laoghaire, co. Dublin; J. D. O'Byrne, L.P.S.I., to Baltimore Road, Skibbereen, co. Cork; Miss Winifred Rhatigan, M.P.S.I., to "Inniscarra," 1B St. Lawrence Road, Dublin, 3; J. Scannell, L.P.S.I., to Brown Street, Portlaw, co. Waterford; and Miss Elizabeth Stoner (assistant), to 48 Upper Mount

Street, Dublin, 2.
Mrs. Alice M. O'Reilly (née Cassidy), L.P.S.I., 28 Lissadel Avenue, Crumlin, Dublin, 12, having submitted a marriage certificate, had her name

changed in the reg ster.

Dr. Hugh M. McCarthy, 9 Stillorgan Grove, Blackrock, co. Dublin, and Dr. William F. Walsh, 96 Main Street, Midelton, co. Cork, were granted registration as Pharmaceutical Chemists, having submitted L.A.H. certificates.

The Registrar reported on the deaths of Messrs, Michael MacManus,

L.P.S.I., and Stephen Whelan, L.P.S.I.

In addition to Mr. Power, apologies for inability to attend were received from Miss L. Cunniffe and Mr. M. L. Cashman.

Members present were:—Messrs. J. J. O'Regan, M. F. Broderick, H. P. Corrigan, M. Costello, C. J. Cremen, J. Gleeson, V. G. McElwee, F. Loughman, T. R. Miller, J. P. O'Donnell, G. C. O'Neill, T. B. O'Sullivan, R. J. Power, F. J. Robinson, R. J. Semple and M. F. Walsh.

Benevolent Fund grants totalling £173 were passed.

# NEW BOOKS

# **Drawings of British Plants, Part XVIII**

STELLA ROSS-CRAIG. G. Bell & Sons, Ltd., York House, Portugal Street, London, W.C.2.  $9\frac{3}{4} \times 6$  in. Plates, 41. 10s. 6d.

THE latest volume in the series of drawings by Miss Ross-Craig (part xviii) is concerned with plants in the Natural Order Composite and is her fourth to deal with that Order, the others being published in 1960, '61 and '62. Included in the current volume is a drawing of the common and three other species of dandelion.

# Organisation of Retailing and Stock-keeping

FRED LOCK. William Chudley & Son, Ltd., 11 Holloway Street, Exeter, Devon, and 36 Clapham Crescent, London, S.W.4.  $7\frac{1}{2} \times 5$  in. Pp. 82. 10s. 6d.

THE present book is designed for students in retail who have had some experience of selling and intend taking the City and Guilds Retail Trades Junior Certificate, second year, or National Certificate examination or similar examination. Chapters deal with the ordering, receiving, pricing and selling of stock and the responsibilities of management. Questions arc set at the end of each chapter.

# Market Research

K. DYCE SHARP. English Universities Press, Ltd., 102 Newgate Street, London, E.C.1. 7 x  $4\frac{1}{2}$  in. Pp. 213.

This volume, one in the well known "Teach Yourself" series is intended for the young executive in a market research agency and all persons concerned with asking questions and interpreting the results of many kinds of surveys. Part one deals with choice of the appropriate method of research; part two with methods of collecting facts. Part three deals, among other things, with the selection of interviewing staff and with the problems met when undertaking market research. This has little practical application for the retailer, but it helps to give an insight into the kind of propertory work that into the kind of preparatory work that may have been

undertaken by some manufacturers before launching, say, a new tooth-paste, soap, deodorant, etc.

# Conferences and Sales Incentives

TACK PUBLICATIONS, LTD., Longmore Street, London, S.W.1. 11 x 8 in. Pp. 112. 12s. 6d.

For many companies the sales conference, whether occasional or regular, is the most important—perhaps sometimes the only—means of ensuring continued enthusiasm among their salesmen. This "Tack handbook" has been prepared to show managements some of the facilities that exist for holding conferences. It lists halls, hotels and cinemas. There is a chapter on conference centres. Others are on sales competitions and merchandise incentives. The booklet suggests where help may be sought for guest speakers, where to get extra ash trays, and what audio-visual aids are available. The booklet should be of especial value to those about to organise their first sales conference.

#### Staining Animal Tissues

EDWARD GURR, F.L.S. Leonard Hill (Books), Ltd., The Tower, Brook Green Road, London, W.6.  $8\frac{1}{2} \times 5\frac{1}{4}$  in. Pp. xii + 597 + index. 84s.

This new book aims to present recent ideas on staining reactions and to bring together procedures previously scattered throughout the literature. Section one deals with staining theory and lists the chemical groups from which stains are derived, with examples and their structural formulæ. Section two, comprising 375 pp., is an alphabetically arranged guide to procedures, giving the uses, formulæ, techniques and results of each. A third section, presented in the form of an appendix, covers such adjuncts to staining as fixation, dehydration, clearing, embedding, and sectioning. Tables of refractive indices, solubilities, specific gravities and atomic and molecular weights are included. The book ends with a comprehensive bibliography and author and general indicies.

#### The Actinomycetes (volume 3)

S. A. WAKSMAN and H. A. LECHEVALIER. Baillière, Tindall & Cox, Ltd., 7 Henrietta Place, London, W.C.2. Pp. viii + 430. 9\frac{3}{4} \times 7 in. 114s.

SUBTITLED "Antibiotics of Actinomycetes," this volume is a

SUBTITLED "Antibiotics of Actinomycetes," this volume is a follow-on from the authors' previous joint contribution to the subject ("Guide to the Identification and Classification of Actinomycetes and their Antibiotics," published in 1953) and Professor Waksman's earlier "Microbial Antagoisms and Antibiotic Substances." The present book has been put together in two sections: part A deals with the nature, formation and activities of antibiotics produced by the actinomycetes, and part B describes those antibiotics in more detail. The text opens with some definitions and a little history, then proceeds to give an account of the results of screening programmes on soil samples obtained from widely scattered geographical areas. There is a short discussion of the commercial production of some of the antibiotics so obtained. Other chapters deal with their modes of action and the development of resistance.

# Casualty Officers' Handbook

MAURICE ELLIS, F.R.C.S. Butterworth & Co. (Publishers), Ltd., 88 Kingsway, London, W.C.2. 42s. 9 x 6 in. Pp. 272.

A NEW concise book on this vital part of medical practice. based on several years of teaching students and young casualty doctors at Leeds Infirmary, is a timely addition to the literature. The book is not too full of detail, is easily read. and is well illustrated. It deals with the common conditions encountered daily in every casualty department, with helpful advice on the treatment of bruises, soft-tissue injuries and the commoner fractures. Although the major part of the book is devoted to orthopædics, there are short, lucid. chapters on the acute abdomen, ruptured viscus, septic hands, breast and rectal abscesses. The prevention of tetanus, treatment of wounds, poisoning, and modern methods of resuscitation are not forgotten. Emphasis is placed throughout the book on the making of accurate notes and records at the time of examination. The careful reading of x-rays, and useful tips to aid the inexperienced in that field, are clearly expressed. The value of this important part of casualty work is demonstrated in the final chapter on the casualty officer in the witness box. In fine, the book is of help to all, whether young or experienced, working in casualty departments.

# Reform for Purchase Tax

A. R. PREST. Institute of Economic Affairs. 66A Eaton Square, London, S.W.1.  $8\frac{1}{2} \times 5\frac{1}{2}$  in. Pp. 44. 5s. (paper back).

Dr. A. R. Prest (a fellow and bursar of Christ's College, Cambridge), who recommended in the first (1961) edition of his Hobart paper a reduction in the number of rates of purchase tax and in the spread between them, and the extension of the tax to soft drinks, sweets, chocolates and ices (which has since been done), expresses doubts in this new publication whether a value-added tax is superior to the eventual replacement of purchase tax by a sales tax at a lower, uniform rate collected through retailers. He argues for further reductions and still narrower ranges as the best way of diminishing the "arbitrary absurdities and disturbances caused by purchase tax since it was introduced as an austerity device to check consumption in 1940." Though a change-over to a flat-rate sales tax would, he admits, increase the number of collection points tenfold: "all the signs point to a progressively higher concentration of trade on the larger retail outlets. The revolution in the grocery business due to the supermarket development is well known; if, as seems desirable on other grounds, individual resale price maintenance is repealed there is a fair prospect that large retailers will make inroads in other fields too." He maintains there are strong arguments for having taxes based on wholesale and on retail values, and for widening the scope of tax to the food group. A start, he says, should be made with retail-stage taxation in services such as (among others) photography services.

# Any Business Questions?

I have received an issue of bonus shares. Will I be called upon to pay speculative gains tax on those shares, please?

A BONUS issue of shares does not attract speculative gains tax. If, of course, you purchased the original shares recently, and were then to sell the bonus shares within six months of the original purchase, a liability under those provisions would arise.

How can I form a company to carry on a pharmacy please, and how much will it cost?

Any two or more persons can form a private company. It is necessary to draw up a memorandum and articles of association, and to comply with a number of other formalities. It is really a job for an expert, and you would be well advised to consult an accountant or a solicitor who will be able to arrange the whole matter for you. Duty will be payable on the amount of the nominal capital with which the company is registered. In addition duty will arise on the memorandum. The cost will be about £50 or £65.

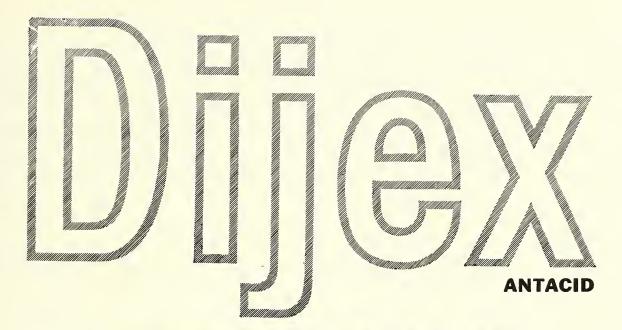
My business premises were recently destroyed by fire. I am fully covered by insurance and the insurance company has paid me in respect of the premises and stock destroyed. I have another policy in respect of loss of profits. It is my intention not to resume trading, but to retire. Shall I be able to make any claim on my loss of profits policy?

NORMALLY loss of profits policies contain a clause making the policy void if the business is not continued after the fire. If your policy is of that type you will not be able to claim if you cease trading. You may, however, be able to persuade the company to make an *ex gratia* payment.

# CHIPPINGS and DROPLETS THE MEDICAL HERBALIST

From the C. & D., February 15, 1868

THE herbalist quack is a fellow as pretentious as he is ignorant. The man who keeps the "medical hall," or he who is proprietor of the establishment where "Coffin's" remedics are sold, makes an attempt to imitate the arrangement and appearance of the genuine chemist and druggist's shop, where order, cleanliness, and skilful arrangement prevail; but with your pompous herbalist it is quite the reverse. He is beyond the pale, and he makes a loud boast of it.



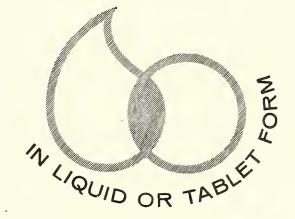
# **EFFECTIVE · PALATABLE**

Dijex Liquid and Tablets are specific antacids exerting a prompt and sustained effect. They contain no sedatives or antispasmodics. Dijex Tablets and Liquid are smooth, palatable and are not nauseating. Both are equally effective for either long- or short-term antacid therapy.

DIJEX LIQUID — Magnesium hydroxide 1.6% aluminium hydroxide gel 98%. Bottles of 8 fl. oz. Retail price 2/9d inc. P. Tax. Trade price 18/4d per doz. (P. Tax extra) (trade discount is more than 33\frac{1}{3}% from the tax free price).

DIJEX TABLETS — Aluminium hydroxide-magnesium carbonate co-dried gel, 400 mg. in a dextrose and milk-solids base. 30 individually wrapped tablets. Retail price 2/9d inc. P. Tax. Trade price 18/4d per doz. (P. Tax extra) (trade discount is more than 33\frac{1}{3}\% from the tax free price).

MAKE SURE YOUR STOCKS ARE ADEQUATE TO MEET INCREASING DEMAND.



# ORDER FROM YOUR USUAL WHOLESALER

or from WHOLESALE DIVISION, BOOTS PURE DRUG CO. LTD., STATION STREET, NOTTINGHAM. (Tel: 56111) and 71 Fleet Street, London, E.C.4. (Tel: FLEet Street 0111) and Motherwell Street, Airdrie. (Tel: Airdrie 2491)





# New Quick Quick Achon

MAKES SALES RISE

Attractive 'SAXIN' advertisements are in national papers and magazines everywhere. 'SAXIN' in its new pack is bound for bigger sales than ever. The neat plastic dispenser is so light and handy to carry in pocket or handbag. Such an easy way to add non-fattening sweetness to a diet!

Make sure you keep your new counter dispenser 'Salesmaker' on display and filled with the new 'SAXIN' tube.

'SAXIN' is advertised regularly in national and provincial newspapers and women's magazines.





# TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, APRIL 24: Supplies of IPECACUANHA continued tight on the spot following the absence of forward offers from all usual sources.

The prices of several Spices received a boost during the week. Jamaican GINGER No. 3 added 30s, per cwt. on the spot, while the shipment rates rose 65s.; the Cochin variety also increased in sympathy by about 40s. Quotations for NUTMEGS were sharply advanced on reports that the Continent were substantial buyers of both West and East Indian material. As a direct outcome of those firmer prices MACE was likewise advanced. CINNAMON QUILLS for shipment were dearer by a few pence per lb. Cape ALOES remained fairly scarce for shipment. Although available on the spot Podophyllum Emodi was not offered for shipment as the value of new crop material was awaited.

A firmer tendency was seen among ESSENTIAL OILS, although prices of LEMONGRASS seem to have settled down slightly following the introduction of ceiling and floor prices in India. Brazilian Bois DE Rose was marked up 2s. 6d. per lb. for shipment, whilst spot holders were asking 6s. 6d. per lb. more than previously. Ceylon CITRONELLA was unchanged but Formosan oil was dearer by sixpence per lb. Brazilian PEPPER-MINT reversed its weak trend by adding sixpence per lb. for shipment; spot holders adjusted their offers by the same margin. Madagascar CLOVE LEAF was also firmer by sixpence per lb.

Greece's output of OLIVE OIL this year is not now expected to exceed 150,000 tons as a result of the winter's severe frosts, and may not even reach 100,000 tons. That compares with a production of 220,000 tons in 1961. As a result of the cold weather it is expected that output will be adversely affected for the next two or three years.

THEOPHYLLINE ALKALOIDS have been slightly reduced with the new rates showing the peculiar position of the ANHYDROUS being cheaper than the MONOHYDRATE.

# Pharmaceutical Chemicals

ALUMINIUM SULPHATE.—B.P.C. in 1-cwt. sacks, 1s. 9d. per lb.

ANTIMONY SALTS.—CHLORIDE SOL., B.P.C., 1934, carboys, 2s. 6½d. lb.

BARIUM SULPHATE. — B.P. 250-kilo lots, 3s.  $3\frac{1}{2}$ d. per kilo.

BENZOIC ACID.—One cwt., 2s. 10d. per lb.; and SODIUM SALT, 2s. 8d. per lb.

BENZYL BENZOATE. — B.P. in 1-ton lots, 4s. 6d. per 1b.

BISMUTH SALTS. — Prices (per lb.):

Quantity	28 lb. to 1 cwt.	1 cwt.	5 cwt.
CARBONATE	s. d. 20 6	s. d. 20 0	s. d. 19 6
SALICYLATE	20 3	19 9	_
SUBGALLATE	19 9	19 3	_
SUBNITRATE	18 6	18 0	17 6

AMMONIUM CITRATE is 55s. per lb. and Sodium tartrate, 35s.; oxide, 26s. 10d.: oxychloride, 27s. 3d.

CARMINE.—One-cwt. lots quoted at 137s. per lb.

CHARCOAL. — Medicinal activated, B.P.C. in 1-cwt. lots, £22 10s. pcr cwt.

CHLOROCRESOL.—Pharmaceutical quality, 7s. 7d. per lb. (1-cwt. lots).

CHLOROXYLENOL. — B.P., 5s. 8d. per 1b. for 1-cwt. lots; 5s. 3d. per lb. for 1-ton

DIPHENAN. — From 55s. 3d. (56-lb.), to 63s. per 1b.

EMETINE. — One-kilo lots, hydrochloride, 11,431s. per kilo.—BISMUTH 10DIDE, 4,952s. per kilo.

GLYCERRHETINIC ACID.—Pcr oz., 50s.

Guaiacols. — Liquid B.P.C., 16s. per lb., for 1-cwt. lots; crystals, 15s. 9d.; CARBONATE, 18s.

HEXAMINE MANDELATE. 28s. 6d. per kilo; 1,000 kilos, 25s.

Hypophosphites.—Per kilo:—

Quantity	1 kilo	12.5 kilos	50 kilos
CALCIUM, B.P.C IRON, B.P.C MAGNESIUM MANGANESE, B.P.C. POTASSIUM, B.P.C. SODIUM, B.P.C	s. d. 17 2 34 10 29 3 35 3 23 1 19 2	s. d. 16 1 33 7 28 2 33 11 22 5	s. d. 15 I 32 5 27 2 32 9 21 4

MERCURY DERIVATIVES.—Per kilo, under 50-kilo lots—AMMONIATED MERCURY, B.P., lump or powder, 53s. 3d.; PERCHLORIDE, B.P.C., powder, 45s. 6d.; SUBCHLORIDE, (calomel), B.P.C., 52s. 3d.; OXIDES, yellow, B.P., 55s.; red B.P.C., 1949, 56s. 3d.

PARACETAMOL.—Ten cwt. to 1-ton lots, 10s. 6d. per lb.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 9d.

PHENAZONE. — Imported, 9s. 6d. per 1b. PHENOLPHTHALEIN.—One-cwt. 9s. per lb.

PIPERAZINE.—(50-kilo lots), ADIPATE, 22s. per kilo; citrate, 20s. 6d.; HEXAHYDRATE, 17s.; PHOSPHATE, 23s.; TARTRATE, 22s. 6d.

ROCHELLE SALT.—Powder or granulated, 5-cwt. lots or over in kegs, 220s. per cwt.; 1-cwt. 222s. 6d. (bags less 5s.).

SACCHARIN.—B.P. powder 1 lb. and over 15s. 6d. per lb. Sodium salt, B.P., 14s.

SALICYLAMIDE. — One-cwt., 6s. 3d. per lb., 5-cwt., 5s. 11d.

Santonin.—5-kilo lots, 320s. per kilo.

SODIUM ACETATE. — B.P.C., one cwt., 2s. 5d. per lb.

Sodium BENZOATE. - One-ton lots. 2s.  $7\frac{1}{2}$ d. per lb.; 1-cwt., 2s.  $9\frac{1}{2}$ d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags, £19 3s. per ton for 8-ton lots.

Sodium bromate. — One-cwt., 9s. 9d.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt. 65s. per cwt. Washing soda crystals 232s. 6d. ton in 4-ton lots.

Sodium Chloride. — Vacuum-dried, 172s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

Sodium fluoride. — B.P.C. 1934, one-cwt. kegs, 3s. 11d. per lb.

SODIUM HYDROXIDE. — FLAKE, one-cwt. lots, 7d. per lb., £36 15s. per ton in 8-ton lots. STICKS, 4s. 5d. lb. in 14-lb. tin.

Sodium METABISULPHITE — Granular, 1-cwt, lots, ninepence per lb.

Sodium nitrite.—B.P.C. One-cwt. kegs, 2s. 7d. per lb.

SODIUM PERBORATE.—(Per ton). TETRA-HYDRATE (minimum 10 per cent. available oxygen) £142 5s. in 1-cwt. kegs; £134 15s. in 1-cwt. bags; PERBORATE MONOHYDRATE (minimum 15 per cent. available oxygen) is £309 15s.

SODIUM PERCARBONATE. — (Per ton) £173 15s, in kegs (bags £7 10s, per ton lower) for minimum 12½ per cent, available oxygen.

Sodium phosphate. — B.P. (12s. 3d. per lb.; acid, b.p.c., 2s. 9d.

SODIUM SALICYLATE. — One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE. — B.P. from £30 to £36 per ton as to crystal. B.P. exsiccated about £66 per ton.

Sodium sulphide.—In 1-ton lots: Solid, £39 2s. 6d.; broken, £40 2s. 6d.; flake, £41 12s. 6d.; crystals, £30.

Sodium thiosulphate. — Photographic crystals in paper-lined bags, £38 per ton.

SULPHOCARBOLATES.—SODIUM PHENOSUL-PHONATE, B.P.C., 1949 (powder), 12s. 10d. per kilo in 50-kilo lots and crystals, 12s. 2d. per kilo. ZINC, B.P.C., 1949 is quoted at the same rate.

SULPHUR. — (Per ton). SUBLIMED FLOWERS, B.P., £47 10s.; COMMERCIAL, £45; POWDER, £19 to £24; PRECIPITATED, B.P., £100; ROLL, £24. All ex store.

One-ton lots, B.P.C. in kegs, 1s. 2d. per lb. in 1-cwt. lots.

TERPIN HYDRATE.—Less than 12½ kilos, 11s. 6d. per kilo.

Theophylline.— $12\frac{1}{2}$ -kilo lots: Alkaloid anhydrous, 32s. 3d. per kilo and B.P., 33s. 3d.; Aminophylline, 29s. per kilo,  $12\frac{1}{2}$  kilos, 31s. per kilo.

UREA.—Pharmaceutical grade, £59 15s. per ton in 1-cwt. bags non-returnable; technical quality, £41 5s. per ton (4-ton

#### Industrial Chemicals, Solvents

ACETALDEHYDE. — The 100 per cent. is £122 per ton.

ACETATES. — Per ton, spot in drums: AMYL, 10-cwt. lots, technical, £254 and B.S.S., £256. BUTYL, 1-ton lots, £149; ETHYL, £124; ISOBUTYL (80 per cent.), £118; ISOPROPYL, £119.

ACETIC ANHYDRIDE. — 12-to per ton;  $2\frac{1}{2}$ -ton, £112 in bulk. - 12-ton lots £108

Acetone. — One-ton lots spot, £66 per ton in drums.

N-BUTYL ALCOHOL. — One-ton lots in drums, £131 10s, per ton and one-drum lots, £138 10s, per ton.

CARBON TETRACHLORIDE. — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) in tank car lots from 4s. 6d. to 4s. 8d. per gall.; anhydrous in drums, 7s. 1d. to 7s.  $4\frac{1}{2}$ d. per gall.; in bulk, 6s. 11d. to 7s. 1d.

METHYL ETHYL KETONE.—One-ton lots, £121 10s. per ton in drums.

Naphthalene. — Contract phthalic grade are from about £27 per ton upwards in bulk, ex works; lower crystallising whizzed grades from £20 to £25 per ton ex works; ball and flake, £71.

PHTHALATES. — Prices (per ton) one-ton lots in drums: DIBUTYL, £182; DI-ISOBUTYL, £175; DI-ETHYL, £174; DI-METHYL,

PHTHALIC ANHYDRIDE.—Domestic material quoted at £90 per ton.

STEARATES. — Spot prices for minimum 1-ton lots. — Aluminium (all grades), 253s. 6d. per cwt. Calcium (precipitated), 243s. 6d. Lead (30 per cent.), 223s. 6d.; Magnesium (standard), 272s. and (superfine), 302s.; Zinc, 226s. to 286s. as to

# Crude Drugs

AGAR.—Kobé No. 1, 12s. 3d. per lb. in bond; shipment, 11s. 9d., c.i.f.

ALOES.—Spot primes, 195s. per cwt., shipment, 190s. to 195s., c.i.f., as to position. Curação, spot, 320s.; shipment, 300s., c.i.f.

ANISE. — Chinese STAR, 185s. per cwt., spot, duty paid; shipment, 152s. 6d., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 18s. 6d. to 25s. COPAIBA: B.P.C. grade, 10s. 6d., duty paid. PERU: Spot, 8s. 6d. duty paid. TOLU: B.P., from 10s. 9d. to 32s. 6d.

Benzoin.—Sumatra block, spot £18 10s. to £35 per cwt. as to quality.

Buchu. — Spot, 3s. 10d. per lb.; shipment, 3s. 9d., c.i.f.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CALUMBA ROOT.—Mozambique spot, 85s. per cwt.; 70s., c.i.f.

Capsicums. — East African on stalk, 150s. per cwt.; Ethiopian, 145s.

CARDAMOMS.—Aleppy greens 8s. 6d. per lb. spot; shipment, 7s. 9d., c.i.f. Seeds, spot, whole, 14s. 6d.; splits, 10s. 6d.

Cassia. — Fistula, 105s., per cwt.; lignea (whole), for prompt shipment, 250s., c.i.f.; spot, 375s., duty paid; broken 225s., c.i.f.

Chamomile.—Roman-type, old crop, 7s. per lb. spot; 1962 crop offers about 14s. per lb., c.i.f. Matricaria, 7s. 6d. on the spot.

CHILLIES.—Zanzibar, 170s. spot; shipment, 170s. per cwt. Mombasa spot, 220s., shipment, 160s., c.i.f.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 6s,  $11\frac{3}{4}$ d.; single O, 6s, 5d.; seconds, 5s.  $7\frac{1}{4}$ d.; quillings, 4s, 8d.

CLOVES. — Zanzibar spot, 2s. 11d. per lb. standard grade; shipment, 2s. 7d., c.i.f. COLOCYNTH PULP. — Spot and shipment nominal

Digitalis.—Purpurea leaves, 2s. 8d. to 3s. per lb., c.i.f., as to potency.

ELEMI.—Spot, 1s. 6d. per lb. Shipment, 1s. 1d., c.i.f.

GINGER. — (Per cwt.). African shipment, nominal. Jamaican No. 3 spot, 640s. April-May shipment, 620s., c.i.f. Cochin, spot, 245s.; forward, 245s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, 137s. 6d, to 142s, 6d, and medium amber, 135s. to 140s. Argentine, 150s. to 155s.; Jamaican, 130s. to 135s.; Canadian, 165s. to 170s.; Mexican, 155s. nominal; all ex warehouse.

IPECACUANHA.—All sources and positions nominal.

JUNIPER BERRIES. — Hungarian, 95s. per cwt.; German, 145s. spot.

KOLA NUTS. — African  $5\frac{1}{2}$ d. spot and  $4\frac{1}{2}$ d., c.i.f. (per lb.).

Lanolin. — Anhydrous B.P. is from 170s. to 190s. per cwt. in 1-ton lots delivered, free drums.

LEMON PEEL.—Spot, 2s. 3d. per lb.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 102s. 6d.

LOBELIA HERB.—American spot, 6s. 3d. per lb.

MACE.—Whole, pale blade, 16s. per lb. ex wharf.

Malefern.—Root for shipment quoted at 75s. per cwt., c.i.f.

MENTHOL.—Chinese: spot, 44s. per lb. duty paid: April-May shipment, 38s., c.i.f. Brazilian 19s. to 19s. 6d. in bond; shipment, 18s. to 18s., 6d., c.i.f. Formosan, 28s. 6d. in bond; shipment, 27s. 6d., c.i.f.

NUTMEGS.—Dearer. West Indian 80's. 10s. 6d. per lb. ex wharf; sound unassorted, 9s. 6d.; defectives, 7s. 6d. All scarce with prices fluctuating daily.

NUX VOMICA.—Cochin, 75s. per cwt. on the spot.

Orange PEEL. — Spot: Sweet ribbon, 1s. 10d. per 1b.; bitter quarters: West Indian, 10½d.; Spanish, 1s. 4d.; bitter ribbon, 1s. 3d.

PAPAIN. — For shipment: East African No. 1, about 34s., c.i.f.

Pepper.—White Sarawak spot, 3s. 3d. per lb.; shipment, 3s. 2d., c.i.f. Black Sarawak spot, 2s. 6d.; shipment, 2s. 4d., c.i.f. Black Malabar, 320s. per cwt. spot; shipment, 275s., c.i.f.

PIMENTO. — Spot 638s, per cwt.; shipment, 580s., f.o.b.

PODOPHYLLUM.—Spot, per cwt.; *Emodi*, 250s.; shipment offers of new crop awaited; *Peltatum*, 365s. spot.

Pyrethrum. — Extracts — partially dewaxed, 25 per cent. pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolorised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

Quassia.—Spot, 57s. 6d. per cwt.

RHUBARB. — Supplies of good pinky rounds cleared on the spot; shipment offers scarce.

SAFFRON. — Mancha superior, 180s. per lb. spot.

Sarsaparilla. — Jamaican native red spot, 2s. 8d. per lb.; shipment, 2s. 4d., c.i.f.

c.i.f.
SEEDS. — (Per cwt.) Anise. — Spanish, 270s., duty paid. Caraway.—Dutch, 155s., duty paid. Celery.—Indian, 240s.; shipment, current crop, 200s.; new crop for June-July, 162s. 6d., c.i.f. Coriander.— Moroccan, 62s. 6d., duty paid; shipment firm at 56s., c.i.f. Cumin.—Iranian, 165s., duty paid; shipment unchanged at 135s., c.i.f. Dill.—Indian, 80s.; shipment, 60s., c.i.f. Fennel, — Indian, 125s.; shipment, 122s. 6d., c.i.f. Fenugreek.—Moroccan, 56s., duty paid; shipment easier at 41s. 6d., c.i.f. Mustard.— English, 45s. to 70s., according to quality.

SENEGA.—Spot, 14s. 6d. per lb.; shipment, 14s., c.i.f.

SENNA. — (Per lb.). Tinnevelly LEAVES. spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No, 3, f.a.q., 1s. 4d. Pods: handpicked spot scarce at from 3s. 3d. to quality: manufacturing spot, 2s. 4d. Alexandria pods: Manufacturing, spot cleared; forward, 2s. 6d. to 2s. 9d. per lb. ex wharf: hand-picked from 4s. 9d. to 8s, 6d. as to quality.

SHELLAC.—F.O.T.N., 192s. 6d. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s.

SQUILL. — White 80s, per cwt, on the spot.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

Tonquin Beans.—Para spot, 5s. 6d. per lb.; shipment, 4s.  $10\frac{1}{2}$ d., c.i.f.; Trinidad, 7s. 6d., spot.

Tragacanth. — No. 1 ribbon, £132 10s. to £135 per cwt. No. 2, £125 to £127 10s.

TURMERIC. — Madras finger spot, 165s. per cwt. quoted; shipment April-May, 130s., c.i.f.

Valerian Root. — Spot: East European, 175s, per cwt.: Indian, 180s. Shipment: Continental, 172s, 6d, to 205s. 6d.

Vanillin.—Rates (per lb.) are now—5-cwt. lots, 21s. 6d.; 1-cwt., 21s 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

Waxes. — (Per cwt.): Bees'.—Dar-es-Salaam, spot 465s. nomina': shipment, 440s., c.i.f. Abyssinian, spot 410s.. in bond; for April-May shipment, 390s., c.i.f. Sudanese. spot. 450s.; shipment, April-May, 385s., c.i.f. Candelllla, spot, 465s.; forward, 460s. landed. Carnauba, fatty grey, spot, 325s., shipment, 310s., c.i.f.; prime yellow, spot. 645s.; shipment, 640s., c.i.f.; c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 10d. per lb.

# **Essential and Expressed Oils**

Almond. — Sweet, English expressed, 10s. 6d. per lb.; foreign, 6s. 6d.

Amber.—Rectified on the spot, 1s. 6d. per lb.

BAY. — West Indian about 25s. per lb. on the spot.

BIRCH TAR.—Rectified, 8s. per lb.

Bois DE Rose.—Brazilian, 27s, 6d. per lb on the spot; May-June shipment, 22s., c.i.f.

CADE. — Spanish, 2s. 6d. per lb. for drum lots.

CALAMUS. — Spot, about 56s. per lb.; shipment, 38s., per lb., c.i.f.

CAMPHOR, WHITE. — Chinese, 2s. 7d. duty paid, per lb.; shipment, 1s. 9d., c.i.f., nominal.

Cananga.—Spot, 27s. per lb.

CEDARWOOD. — Rectified 6s. per lb. on the spot.

Chamomile.—Smalls 640s. per lb.

CINNAMON.—Best English-distilled, 640s. per lb.; other B.P. oils from 22s. per lb. Ceylon leaf, 12s.; Seychelles, 8s., spot.

CITRONELLA. — Ceylon, spot, 9s. 3d.; shipment, 8s. 8d, per lb., c.i.f. Formosan nominally 16s. 6d. in bond; April–May shipment, 16s., c.i.f.; Chinese, spot cleared; May–June shipment, 16s., c.i.f.

CORIANDER.—B.P. oil, 41s. per lb., spot. Cubeb.—Spot supplies of imported are 85s. per lb.

DILL.—Imported, 33s. per lb., spot, 28-lb. tins.

FENNEL.—Spanish sweet. spot, 10s. per

JUNIPER. — B.P.C. 1949 oil is from 13s. 6d. per lb. JUNIPER WOOD, from 5s.

LEMON.—Spot cold pressed from 21s. per lb.; Sicilian, 37s. 6d. Sicilian for shipment, about 52s. per lb., c.i.f.

LEMONGRASS. — Spot, 11s. 9d. per lb.; shipment, 11s.  $7\frac{1}{2}$ d., c.i.f.

Lime.—West Indian distilled 48s. per lb. on the spot.

NUTMEG.—West Indian B.P. oil is about 65s. per lb. English distilled, nominal.

OLIVE.—Spot value of Spanish is 40s. to 40s. 6d. per gall. in tins or bulk; forward, £430-£435 per metric ton, f.o.b. Spain. French and Tunisian oil, £440-£450 per metric ton in drums c. and f., London. Moroccan, not offering.

PEPPERMINT. — Arvensis: Chinese spot, 16s. 3d.; shipment, 15s., c.i.f. Brazilian spot, 6s. 3d. to 6s. 6d.; shipment, 6s. 1½d., c.i.f. Piperita: Italian, 48s. to 70s., spot. American from 37s. to 38s. 6d. per lb. as to make.

Petitgrain.—Paraguay, 18s. 3d. per lb., spot; shipment, 17s. 6d., c.i.f.

PINE. — Pumilionis, 33s. per lb.; sylvestris, 9s.; abietis, 15s.

ROSEMARY.—Spanish genuine is 9s. 3d. per lb. spot.

SASSAFRAS. — Brazilian is from 2s. 6d. per lb., duty paid.

Spearmint.—American oil on the spot 24s. per lb.

Tangerine.—Sicilian about 70s. per lb. spot. Floridan for shipment, 24s. to 25s., c.i.f.

VETIVERT.—Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

# UNITED STATES REPORT

NEW YORK, APRIL 23: SULPHATHIA-ZOLE dropped 10 cents per kilo to \$5.40. Spanish SAFFRON at \$27 per lb. was up by 50 cents. Distilled LIME OIL again firmed up 30 cents to \$6.80 per lb. while Petitgrain at \$2.65 was up 20 cents. Bourbon Geranium dropped 25 cents making it \$15.25 per lb.

#### PRINT AND PUBLICITY

#### PRESS ADVERTISING

ARONDE LABORATORIES, LTD., Sherbourne Avenue, Binstead, Ryde, Isle of Wight: Aronde roll-on deodorant, In Woman, Woman's Own, Flair,

Vanity Fair, Woman's Mirror and Valentine.

IXOR, LTD., St. Leonard's Road, Mortlake,
London, S.W.14: Velouty powder cream, In DIXOR, LTD., women's magazines.

FOOD BROKERS, LTD., Crown House, Morden, Surrey: Q.T. quick tanning lotion. In Daily Mirror, Sunday Mirror and The People.

WILLIAM FREEMAN & CO., LTD., Staincross, Barnsley, Yorks: Suba-Seal hot-water bottles. In national Press.

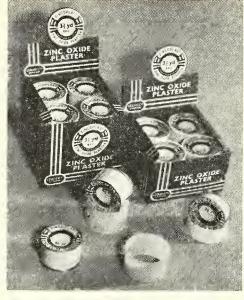
GOLDEN, LTD., Berkeley Square, London, W.1: Ambre Solaire. In Daily Express, Daily Telegraph, Daily Mail, Sunday Times and The Observer, Color-Match, In Woman, Woman's Journal, Woman's Realm, Modern Woman, Everywomau, Woman's Own, Woman and Beauty, Sunday Express, Daily Mirror and Sunday Mirror, Elnett hairspray, In Woman, Woman's Own, Flair, Houey, She, Vanity Fair, Modern Woman and Woman and Beauty, ILFORD, LTD., Ilford, Essex: Ilford cameras, In national Press.

KODAK, LTD., Kingsway, London, W.C.2: Kodak cameras and colour films. In Daily Herald, Daily Telegraph, Daily Mirror, Daily Mail, and Daily Express, Movie cameras and film. In Sunday Telegraph, News of the World, Daily Express, Daily Telegraph, Daily Mail, Observer, Sunday Pictorial and Sunday Express, LOLLYMIX, LID., 74 Cheapside, London, E.C.2: Lollymix syrup, In national Press.

J. PLUCKNETT & CO., LTD., Charlton Village, London, S.E.7: Golden Lady support

stockings, In national Press,
ROBINSON & SONS, LTD., Wheatbridge Mills,
Chesterfield: Paddi and Paddi-pads, In Woman, Woman's Own and mass-circulation and specialist magazines. Nikini-pads. In mass-circulation women's magazines.

TAMPAX, LTD., Havant, Hants, Tampax, In national Press.



DISPLAY FOR AN IMPROVED PACK: New plastic-sleeved zinc-oxide plasters of Leslies, Ltd., Higham Hill Road, London, E.17 (see C. & D. April 6, p. 367), in the display outers in which they are now being sent out.

WIIITECROFT (LYDNEY), LTD., Lydney, Glos: Woman, Woman's Own, Honey, True Romances, Teeu, Roxy, Valentine, Marilyn, Mirabelle/Marty, Boyfriend and True Story.

#### DISPLAY MATERIAL

THOS, CHRISTY & Co., LTD., 152 North Lane, Aldershot, Hants, Full-colour showcard for Christy's skin emulsion.

CUXSON, GERRARD & Co., LTD., Oldbury, Birmingham: Self-service display stands, showcards and window stickers for Sylvia sanitary towels.

#### COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the "spot" during the week.

May 5-11		London	Midland	North	Scotland	Wales	South	Z.E.	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W.&N.Wale
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Beecham powders	***	. 4		4	3	3	3	4	3	3	3	3	3		_	_
Bristow's lanolin shampoo	***		- 1	2	_				_	2	1	_				
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Milk of Magnesia				_		-	_	_	_	-		1	_	_	_	_
Moorland tablets			_			2		_	2	2	_		_	_	_	_
Nivea creme	***		- 2	_	2	-	_	_		-	_	_	_	_	-	_
Phensic	***	. 4	6	- 5	4	6	4	5	4	_	6	3	—	_	_	_
Phyllosan		. 3	3		_	3	3	3	3	_	_	—	_	_	—	-
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Setlers	***		_		3	4	4	3	5	_	5	_	_	_	_	_
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#### **COMING EVENTS**

Items for inclusion under this heading should he sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

#### Sunday, April 28

NATIONAL ASSOCIATION OF SALARIED PHARMACISTS, Royal Star hotel, High Street, Maidstone. Kent, at 3 p.m. District meeting on Joint Industrial Council agreement,

NION OF SHOP, DISTRIBUTIVE AND ALLIED WORKERS, Pavilion theatre, Bournemouth, Hants, Annual delegate meeting, Until April

WESTERN PHARMACISTS' ASSOCIATION, at 2.15 p.m. Motor rally, starting from the junction of A40 and A406.

#### Monday, April 29

OLDHAM PHARMACEUTICAL ASSOCIATION, Greaves Arms hotel, Oldham, at 8 p.m. Discussion on branch resolutions,
ROYAL SOCIETY OF HEALTH CONGRESS AND EX-

HIBITION, Devonshire Park, Eastbourne, Sussex, Until May 3, May 2; Mr. A. Aldington (a member of the Pharmaceutical Society's Council) on "Pharmaceutical Services."

UNIVERSITY COLLEGE, UNIVERSITY OF Gower Street, London, W.C.1, at 5.30 p.m. Professor O, Maaloe (professor of microbiology, Institute of Microbiology, University of Copenhagen) on "Integration of Protein and RNA Synthesis in Bacteria.

#### Tuesday, April 30

DARTFORD BRANCH, PHARMACFUTICAL SOCIETY, Blue room, Royal Victoria and Bull hotel, High Street, Dartford, at 8 p.m. Annual meeting. INTERNATIONAL FAIR, Brussels. Until May 12.

LONDON SECTION, ROYAL INSTITUTE OF CHEMIS-TRY, Smith, Kline & French Laboratories, Ltd., Mundells, Welwyn Garden City, Herts, at 10.30 a.m. Works visit.

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Medico-Chírurgical Society's house, 64 St. James's Street, Nottingham, at 7.30 p.m. Annual meeting,

SCHOOL OF PHARMACY, UNIVERSITY OF LONDON. 29 Brunswick Square, London, W.C.1, at 5.30 p.m. Professor K. J. Mysels (professor of colloid chemistry, University of Southern Californía) on "Evolution and Equilibrium of Soap Fílms,"

#### Wednesday, May 1

PHARMACEUTICAL COMMITTEES, Conference representatives, Connaught rooms, Great Queen Street, Kingsway, London, W.C.2, at 2 p.m. National Pharmaceutical Union, Chemists' Difence Association, Ltd., and Chemists' Sick-

NESS AND PROVIDENT SOCIETY, Connaught rooms, Great Queen Street, Kingsway, London, W.C.2, at 7.30 p.m., annual meetings.

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Medico-Chírurgical Society's house, 64 St. James's Street, Nottingham, at 8 p.m. Cheese and wine party,

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Kenwood hall, Sheffield, at 8.30 p.m. Liaison ball with local medical, dental and optical associations

#### Thursday, May 2

LEICESTER AND LEICESTERSHIRE BRANCH, PHAR-MACEUTICAL SOCIETY, Ind Coope, Ltd., Station Street, Burton-on-Trent, at 2,20 p.m. Works visit.

LIVERPOOL CHEMISTS' ASSOCIATION, Adelphi hotel, Liverpool, at 8 p.m. Annual meeting.

NATIONAL PHARMACEUTICAL UNION, Connaughi rooms, Great Queen Street, Kingsway, London, W.C.2, at 2 p.m. Conference of N.P.U. Branch Representatives.

School of Pharmacy, Sunderland Technical College, at 3 p.m. Extension course for hospital pharmacists on "Drugs and the Central Nervous System" (1).

#### Friday, May 3

FRANCO-BRITISH PHARMACEUTICAL CONGRESS. Marsham Court hotel, Bournemouth, Hants, Until

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, No. 2 Bluecoat Chambers, School Lane, Liverpool, at 7,45 p.m.

#### TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," April 10

For estrogenic pharmaceutical preparations (5) NORL, 838,248, by Parke, Davis & Co., Detroit, Michigan, U.S.A., and Hounslow, Middle-

For pharmaceutical preparations and substances for use in the treatment of pruritus (5)

PRURIZINE, 840,211, by Allen & Hanburys, Ltd., London, E.2.

For pharmaceutical preparations (5)

DERAPAT, 840,613, by H. R. T. (Chemicals), Ltd., Bradford, Yorks.

For pharmaceutical preparations and substances; and drugs for pharmaceutical purposes (5)

UNIHISTINE, 840,873, by Uni-Chemie, A.G., Zurich, Switzerland.

For pharmaceutical, veterinary and sanitary sub-stances; infants' and invalids' foods, plaster material prepared for bandaging; sanitary clothing; material for stopping teeth, dental wax; disinfectants; and preparations for killing weeds and destroying vermin (5)

SILKESEPT, 841,527, by Mab Och Mya, A.B., Malmo S, Sweden.

For pharmacentical preparations and substances for use in the treatment of coughs (5)

LIQUTUSSIN, 842,185, by Sanitas Co., Ltd., London, S.W.9.

For preparations for killing weeds and destroying

vermin; and insecticides (5) ERA-DOX, 842,695, by Farbenfabriken Bayer,

A.G., Leverkusen, Germany. For pharmacentical, veterinary and sanitary sub-

stances; disinfectants (5) BACICOLIN, 844,298, by Laboratoires Chibret,

S.A., Clermont-Ferrand (Puy de Dome), France.

For photographic and cinematographic cameras, photographic and cinematographic projectors; fil-ter holders, lens hoods, and holders for light filters, all being for use with photographic and cinematographic cameras; and flashguns for photographic purposes (9)

RAINBOW, B806,617, by Julius Joseph Silber, London, W.C.1.

For image projecting apparatus and parts and fittings; and projection screens (9) MAGNAJECTOR, 825,854, by Kelton Corpora-

tion, Ltd., Toronto, Ontario, Canada.

For photographic, cinematographic, and sound and picture recording and reproducing apparatus and instruments; and parts and fittings, but not including photo-electric light meters

BENKSON, B833,867, by B. Benkert, Ltd., London, W.1.

For photographic cameras and parts (9)

FED-2, 839,203, by Fasid Enterprises, Ltd., London, W.C.2.

For photographic and cinematographic apparatus and fittings (9)

CINON, 839,460, by Apparatus & Instrument Co., Ltd., Hounslow, Middlesex.

For surgical and therapeutic appliances (10) MICRO-PARALAB, PARALAB, 840,574-75, by

Paralab, S.A., Deuil la Barre, Seine-et-Oise, France

For baby soothers; feeding bottles and teats and teething rings and umbilical belts (10) BABY LIFE, B840,881, by MacDonald & Taylor, Ltd., Ashton-under-Lyne, Lancs.

For needles and syringes (9)

WASHFORD, 844,479, by Shrimpton & Fletcher, Ltd., Birmingham, 3.

For toilet papers and toilet tissues (all being nonmedicated), all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (16)

FASTIDS, 843,188, by Reckitt & Sons, Ltd., Hull, Yorks.

For sponges, and cellulose sponge cloths for cleaning purposes (21)

TIKI, 836,428, by Kongsfoss Fabrikker A/S, Oslo, Norway.

#### From the "Trade Marks Journal," April 18

For preparations and substances for laundry use; cleaning, polishing, scouring and abrasive pre-

parations (3) RAYMO, 837,897, by Stephenson Bros., Ltd., Bradford, Yorks.

For veterinary preparations and substances (5) QUADRIVEXIN, 841,088, by Wellcome Foundation, Ltd., London, N.W.1.

For sensitised paper and chemical preparations and substances, all for use in photography and in copying processes (1)

DALCO, 832,839, by Nederlandsche Fotografische Industrie, N.V., Soest, Holland.

For chemical products used in industry, science and photography; chemical products for use in agriculture, horticulture and forestry (1)

LEUNAPON, 835,368, by Veb Leuna-Werke "Walter Ulbricht," Kreis Merseburg, Eastern Germany. Device with letters S M, B836,057, by A.B. Svenska Metallverken, Vasteras, Sweden

For lauroyl alkylolamido sulph-succinate, being a chemical product for use in the manufacture of shampoos, liquid detergent compositions and toilet preparations (1)

LAM, B837,735, by Dutton & Reinisch, Ltd., London, S.W.7.

For chemical compounds of zirconium for use in industry (1)

ZIRCOMPLEX, 837,790, by Hardman & Holden, Ltd., Manchester, 10.

For chemical products for use in agriculture and horticulture, and manures (1) GARBEL, 838,647, by J. R. Geigy, A.G.,

Basle, Switzerland, For dextrines, dextrose and maltose, all for use

in manufacturing processes (1)

MULSANO, 841,235, by J. Lyons & Co., Ltd., London, W.14,

For bleaching preparations for laundry use, detergents (not for use in industrial or manufacturing processes) and cleaning preparations; all containing chlorine or chlorine compounds (3)

SOLICLOR, B836,175, by Associated Lead Manufacturers, Ltd., London, E.C.2. For common soap and detergents, all for house-

hold or laundry use (3) WAVE, 840,569, by Procter & Gamble, Ltd.,

Gosforth, Newcastle-upon-Tyne.

For multi-vitamin preparations, being pharmaceutical preparations for sale in Aden (5)

PANVITAN, 828,284, by Takeda Yakuhin Kogyo, K.K., Osaka, Japan,

For veterinary preparations containing hexachloro-

COOPAPHENE, 830,954, by Cooper McDougall & Robertson, Ltd., Berkhamsted, Herts. For pharmaceutical preparations containing casein (5)

LOFENALAC, 831,880, by Mead Johnson & Co., Evansville, Indiana, U.S.A.

For pharmaceutical and medicinal preparations in tablet form (5)

VIVOTABS, 832,745, by Crookes Laboratories, Ltd., London, N.W.10.

For deodorants (5)

Device, 833,966, by Julius Sämann, Zurich, Switzerland.

antiseptic creams and medicated barrier creams; and disinfectants and insecticides, all in the form of powder, crystals or blocks, or packed in containers adapted to dispense their contents in aerosol form (5)

TELSTAR, 837,611, by W. & F. Walker, Ltd., Lancs.

For pharmaceutical preparations and substances, all for treating pruritus of the anus (5)
PRURITANAL, B837,937, by Kenneth Black-

ley Johnston, Edinburgh, 11.

For pharmaceutical and veterinary preparations, all being diuretics (5)

NEFROLAN, 838,164, by May & Baker, Ltd., Dagenham, Essex.

For authelmintic preparations for human and veterinary use (5)

BROADCIDE, 838,210, by Wellcome Foundation, Ltd., London, N.W.1.

For pharmaceutical and veterinary preparations containing sulphonamides or sulphonamide derivatives (5)

DURASULPH, 838,579, by Pfizer, Ltd., Sandwich, Kent.

For pharmaceutical preparations and substances, all for the treatment of the eyelid and eyelid margin (5)

BLEPHACET, 838,849, by Smith, Miller & Patch, Ltd., London, E.C.1. For all goods (5)

PANDR1N, 842,853, by Dales Pharmaceuticals, Ltd., London, W.4.

For weed-killing compounds (5)

KLOBEN, 842,919, by E. I. du Pont de Nemours & Co., Wilmington, Delaware, U.S.A.

#### PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," April 18

Method and apparatus for making pharmaceutical beads, C. E. Fisher and C. H. Wilson, 927,218. Organic antimony complexes. Peter Spence &

Sons, Ltd. 927,281. Quaternary ammonium compounds and the preparation thereof. Wellcome Foundation, Ltd. 927,616.

Conversion of flavonoid substances, Rohm & Haas Co. 927,321.

Derivatives of p-(commarinyl-(3))-phenyl carbamic acid. Farbenfabriken Bayer, A.G. 927,533. 5-nitrofuran derivatives. C. F. Boehringer &

Soehne, G.m.b.H. 927,497.

Purification of streptomycin and of streptomycin salts. Olin Mathieson Chemical Corporation. 927,486.

Process for the manufacture of a sulphur-containing derivative of vitamin  $B_6$ . E. Merck, A.G.

Cyclosteroids and process for their manufacture. CIBA, Ltd. 927,327.

Steroids and process for their manufacture, CIBA, Ltd. 927,328.

Cyclopentanophenanthrene derivatives and processes for the production thereof. Syntex, S,A. 927.515.

Steroids. Francesco and A. Ercoli Vismara, S.p.A. 927,165. esters. Lannacher Heilmittel, acid Nicotinic

G.m.b.H. 927,119.

Preparation of  $\triangle^{1,4}$ -3-keto-steroids. Organon Laboratories, 927,158. Sauitising composition, H. A. H. Crowther.

927,540, Process for the production of triazine derivatives and their use as herbicides. J. R. Geigy, A.G.

927,347-48. Disinfectants and bactericides. Imperial Chemical Industries, Ltd. 927,255.

Photographic cameras. Alfred Gauthier, G.m.b.H. 927,286.

Photographic monocular reflex camera, Und Kinowerke Dresden Veb. 927,525.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from May 29, 1963.

#### CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

HEATED BLOOD AGAR MEDIUM for the growth of Trypanosoma cruzi and some species of Leishmania, Nature, April 17.

COLCINE a. Nature, April 13.

INSULIN AND CHLORPROMAZINE. Interaction of, in teratogenesis. Nature, April 13.

VACCINES AGAINST MEASLES. New Scientist, April

CONTROL OF DRUGS, Lancet, April 20,

GRISEOFULVIN and porphyrin metabolism. Lancet, April 20 CONTROLLED TRIALS, Medical ethics and, Brit.

med. J., April 20,
Pregnancy diagnosis by a one-stage passive

hæmagglutination inhibition method, Brit, med, J., April 20.

METHADONE poisoning in a child, Brit, med, J., April 20. NITROFURANTOIN Allergic pulmonary infiltration

due to, Brit. med. J., April 20. SYNTHESIS OF PROTEINS, Involvement of RNA in

the, Science, April 5. ROOT HAIR, CUTICLE, AND PITS. Science, April 5.

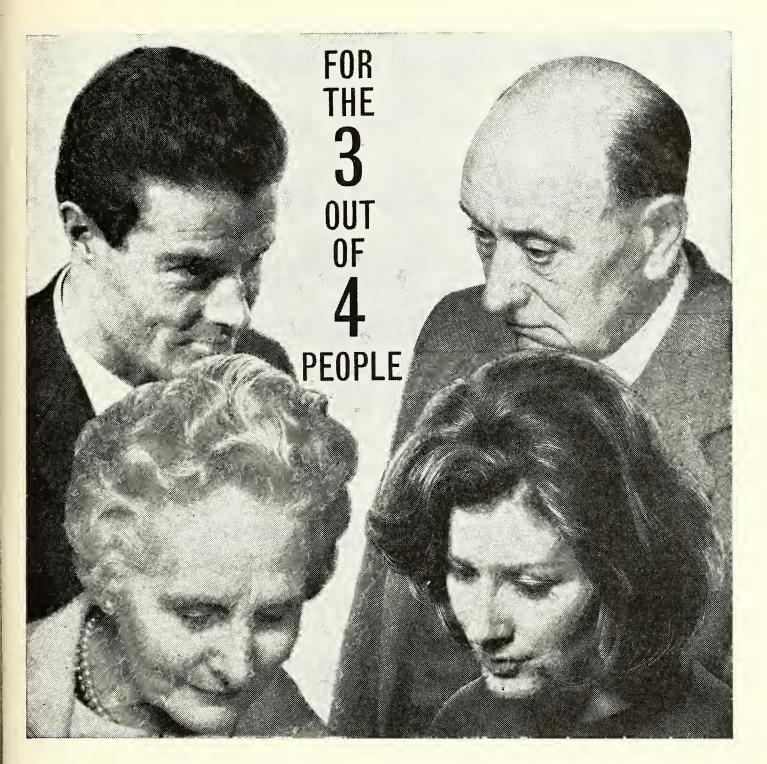
BACTERIAL DEATH. Acceleration of, by growth substrates. Nature, April 20. TESTOSTERONE and asthma. Nature, April 20.

OXYTOCIN. Metabolic activity of, in the puer-perium. *Nature*, April 20.

GROUNDNUTS. Toxic products in. Nature, April

A STREPTOTHRICIN-LIKE ANTIBIOTIC, Therapcutic activity of, against apple mildew. Nature, April

COMPARATIVE ANTHELMINTIC EFFICACY of thiabendazole and mixtures of phenothiazine and phenzidole. Nature, April 20.



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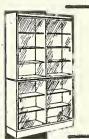
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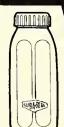


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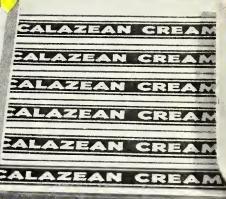


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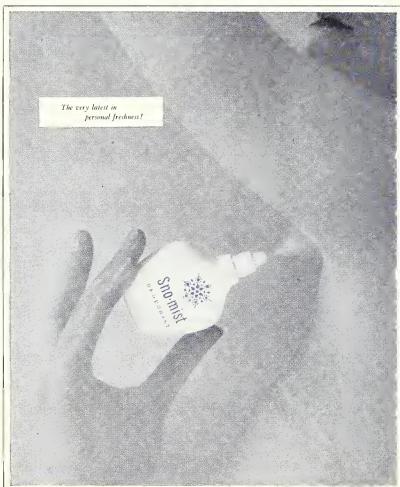
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#### Why new Sno-mist gives you **CLOSE-UP CONFIDENCE**

Prove it for yourself - Sno-mist keeps you cool, even when you're close!

HERE is the very latest in personal freshness – a new deodorant, Sno-mist! With Sno-mist you'll never again feel embarrassed, or unsure. This cool, rose-scented deodorant really stops undue perspiration, prevents even a hint of staleness. Sno-mist is gentle and safe, and it keeps you beautifully cool, even when you're close.

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close-up confidence
Every morning when you've washed
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if you're going somewhere special in

the evening-or if friends are coming, or even just to pamper yourself-use Sno-mist again. After washing, of course. You'll be beautifully cool, delicately rose-scented. You'll have close-up confidence in everything you do. Even when you're close!

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Are you <u>sure?</u>

Stale perspiration can be detected very easily by someone else. Unchecked u can occur in a few hours, sometimes even minutes. Yet you may not notice it! New Sno-mist has been specially formulated to prevent undue perspiration and neutralise it. With new Sno-mist no fear of staleness exists. With new Sno-mist you have close-up confidence all day.

WHAT SNO-MIST CLOSE-UP CONFIDENCE MEANS TO YOU



Close-up confidence in a crowd-



Close-up confidence on datesyou'll have no more doubts, with Sno-mist. You'll be sure he can



Close-up confidence at work-liow wonderful to know you're not offending. Sno-mist makes you sure



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17 million women will want nel **Sno-mist close-up confidence** Look at these figures:

#### TV reaches 14 million\* women!

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#### **PRESS** reaches 12 million\* women!

Full colour pages in the following ma zines will familiarise 12 million wor with the striking new Sno-mist packs

- **※ WOMAN** (readership 8,753,000 women)
- \* WOMAN'S OWN
  (readership 7,785,000 women)

  \* WOMAN'S MIRROR
- (readership 3,026,000 vomen)

Black and white full pages will pro new Sno-mist deodorant to the r young market:

- \* VALENTINE (readership 929,000 women)
- (readership 516,000 women)
- \* BOYFRIEND (readership 610,000 women)
- **※ MARILYN** (readership 658,000 women)

Large-space follow-up campaign keep Sno-mist in constant demand.

#### **RADIO** reaches 2 million women!

A regular programme on Radio Luxe bourg will confirm Sno-mist deodora 'close-up confidence' in the minds of special young audience.

The launch advertisement for new Sno-mist close-up confidence! (Be sure your first order is big enough)

Don't miss out on new Sno-mist close-up confidenc

## unch breaks 6th May!

# \*

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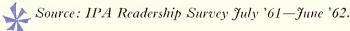
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Pack contents	1 doz.	1 doz.	1 doz.
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Trade price per pack	24/-	20/6	30/10
Purchase tax (%)	25	25	25

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This dominant full colour advertising in Britain's biggest circulation women's magazines will be supported by large black & white spaces in the same publications. The entire campaign will add up to  $\dots$ 

Special display terms to give To help you make the most of this powerful promotion there are special display terms that will push your profits even higher. Ask your Potter & Moore representative for full details, or write direct to:

Potter & Moore Ltd · Lavender House · London E.10 · Tel: Leytonstone 3334

# GILLETTE LAUNCH A GREAT NEW RAZOR!

The most advanced shaving instrument in the world at anything like the price



"Slim" because of its elegant tapered handle that gives a firm balanced grip and complete shaving control.

"Twist" because the specially designed collar allows you to twist open with one hand, load in a moment and twist shut ready for action.

The Slim-Twist razor is sold in a compact case complete with a dispenser of four Blue Gillette Extra blades.

ADVERTISING BREAKDATE 30th MAY
The new Gillette Slim-Twist will be

supported by a £115,000 campaign on television, in the daily press and in the cinema.

This will start with a whole page in the 'Daily Mail' on Thursday, 30th May and will run through to August.

\*\*ATTRACTIVE COUNTER DISPLAY STAND
The Slim-Twist is packed on an attractive 6-set counter display stand. Order from your wholesaler now.

**DISPLAY MATERIAL** Ask your Gillette supplier about free display material.

RETAIL PRICE 6/6



#### POCKET A



YES! IT'S THE HAND-SIZE
SLIP-IN-YOUR-POCKET
CAMERA THAT GOES WITH
YOU ANYWHERE! 35mm.
FILM BLACK/WHITE OR
COLOUR, HALF FRAME, 40
SHOTS ON THE 20
EXPOSURE CASSETTE, 72
ON THE 36 EXP! POCKET.
A PEN TODAY—IT MAKES
GOOD PHOTOGRAPHY
AS EASY AS WRITING
YOUR SIGNATURE!

## News Flash!

OVER HALF A
MILLION OLYMPUS
PEN RANGE CAMERAS
HAVE NOW BEEN SOLD
IN JAPAN ALONE!



#### THE PEN

f/3.5 28 mm. focusing D. Zuiko 4element lens with aperture down to f/22. Four-speed Copal Shutter. 16 gns.



#### THE PEN S

f/2.8 30 mm. focusing D. Zuiko 4element lens with aperture down to f/22. Six-speed Copal Shutter, 19 gns.



#### THE PEN EE

f/3.5 28 mm. D. Zuiko 4-element lens. Automatic exposure control. 23 gns.



#### THE PEN EES

f/2.8 30 mm D. Zuiko 4-element lens. Automatic exposure control. 25 gns.



#### THE NEW DE LUXE PEN D

6-element F. Zuiko F 1,932mm, lens. Bull-in exposure meter. Helical Focusing Mount. Shutter speed 1,8 sec. to 1/500 sec. Complete with flash bracket, soft case and wrist strap.

31 gns

#### IMPORTANT! FILTERS!

Each Olympus Pen has a wide range of individual filters that expand the already wide horizons of Olympus photography!

You can find out all you want to know about ALL Olympus Cameras and Accessories by seeing your local dealer or sending us the coupon—NOW!

Name		ere c	
Address			
 ABC/63	ender ga		

free literature on the Olympus range, and where I can see it locally.

THIS ADVERTISEMENT IS GREATLY REDUCED

The Pullin Optical Co. Ltd. ELLIS HOUSE, AINTREE ROAD, PERIVALE, GREENFORD, MIDDLESEA

Make no mistake – these cameras sell. And to make really sure of it – they will be advertised in all these papers during the first week of May. Millions of people will see them. Make sure you have adequate stocks and send your orders today.

Bath & Wilts Evening Chronicle Birmingham Evening Mail and Despatch Blackburn Evening Telegraph Blackpool West Lancs Evening Gazette **Bournemouth Evening Echo** Bradford Telegraph and Argus **Brighton Evening Argus Bristol Evening Post** Coventry Evening Telegraph Derby Evening Telegraph Exeter Express & Echo Gloucester Citizen **Hull Daily Mail** Ipswich Evening Star Leeds Yorkshire Evening Post Leicester Mercury Liverpool Echo Manchester Evening News Newcastle Evening Chronicle Northampton Chronicle & Echo Nottingham Evening News Oxford Mail Plymouth Western Evening Herald Portsmouth Evening News **Preston Lancashire Evening Post** Southampton Southern Evening Echo Torquay Herald Express W. Hartlepool Northern Daily Mail Wolverhampton Express & Star Aberdeen Evening Express Edinburgh Evening News Glasgow Evening Times Newport South Wales Argus Swansea South Wales Evening Post Belfast Irish News

# PIASTICS EXAMINATIONAL PIASTICS EXAMINATION AND CONVENTION

A world-wide view of plastics progress

# interplas 63

You can profitably pay several visits to this vast showplace of the world's plastics industries where you can study the newest machinery, equipment, materials and products from 500 firms in 15 countries. Gather ideas for product improvement, cost reduction. See how plastics can be moulded, extruded, foamed, laminated into everything from shoe heels to houses, from propeller-shaft bearings to paper clips. Discuss your plastics problems with experts, join in the Convention, addressed by the industry's leading authorities.

Organised by BRITISH PLASTICS and INTERNATIONAL PLASTICS ENGINEERING with the co-operation of the British Plastics Federation.



#### **100 YEARS OF PLASTICS**

The Plastics Centenary Year will be marked by a special display of interest to everyone concerned with plastics in any field.



#### **DESIGN AWARD**

Over two hundred of the world's finest plastics products for the home in the INTERPLAS Design Display. The Exhibition's special trophy to the designer of the best product,



#### FILMS ABOUT PLASTICS

New films on all aspects of plastics production at the Interplas cinema, open daily to all visitors.

### **OLYMPIA LONDON 12-22 JUNE**

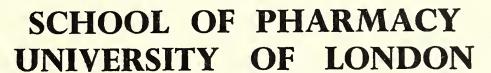
A major
event you
must not miss
FILL IN
AND POST
TODAY

The Exhi	bition	Manager,	Interplas 63,	Dorset	House,	Stamford	St.,	London	S.E.
Please s	end me	e further i	nformation a	nd a sea	ason tic	ket			

Name	Firm (if applicable)

Address

Date 368



29/39, Brunswick Square, London, W.C.1

Tel. No. TERMINUS 7651-8

DEAN:

FRANK HARTLEY, B.Sc., Ph.D., F.P.S., F.R.I.C.

CLERK TO THE COUNCIL and SECRETARY:
S. R. CURTIS, B.A., F.C.A.

#### **HEADS OF DEPARTMENTS:**

Pharmaceutical Chemistry Professor W. B. Whalley, D.Sc., Ph.D., F.R.I.C.
Pharmaceutics ... Professor E. Shotton, B.Sc., Ph.D., F.P.S., F.R.I.C.

Pharmacognosy ... Professor J. W. Fairbairn, B.Sc., Ph.D., F.P.S., F.R.I.C., F.L.S. Pharmacology ... Professor G. A. H. Buttle, O.B.E., M.A., M.R.C.S., L.R.C.P.

Courses of training for the B.Pharm.(Honours) Degree of the University of London, and facilities for post-graduate work in all subjects of the degree, are provided.

Particulars may be obtained on application to the Dean.

# SUNDERLAND TECHNICAL COLLEGE

PRINCIPAL:
M. Hutton, Ph.D., B.A.

#### SCHOOL OF PHARMACY

HEAD OF SCHOOL: F. H. Oliver, B.Sc., B.Pharm., F.P.S.

Full-time Courses of study are held for :-

THE EXAMINATIONS OF THE PHARMACEUTICAL SOCIETY

FINAL BACHELOR OF PHARMACY EXAMINATION OF UNIVERSITY OF LONDON

Facilities are available to prepare Graduates for further Degrees

Session commences September 23rd 1963

Registration, Wednesday, September 11th, 1963, 2.30—3.30 p.m.

Prospective students should make immediate application for prospectus and forms to the Registrar, The Technical College, Sunderland, Co. Durham.

W. Thompson, Director of Education.

CITY OF

#### PORTSMOUTH

COLLEGE OF TECHNOLOGY

DEPARTMENT OF PHARMACY AND **PHYSIOLOGY** 

> Head of Department: E. THORPE, B.Pharm., B.Sc., F.P.S.

> > COURSES FOR

The Qualifying Examination of the Pharmaceutical Society

SESSION COMMENCES SEPTEMBER 17th, 1963

Application forms and full particulars may be obtained from THE REGISTRAR.

COLLEGE OF TECHNOLOGY, PORTSMOUTH.

City of Leicester Education Committee

### LEICESTER COLLEGE TECHNOLOGY SCHOOL OF PHARMACY

Principal: R. E. Wood, M.Sc., F.Inst.P. Head of School: C. Gunn, B.Pharm., F.P.S.

#### **COURSES FOR**

The Qualifying Examination of the Pharmaceutical Society.

(Fully booked for Session 1963/64 — Applications invited for Session 1964/65.)

Bachelor of Pharmacy Degree of the University of London.

General Certificate of Education (Advanced Level) in Chemistry, Physics and Biology.

Opportunities for post-graduate research are offered to successful students.

Excellent opportunities for social and cultural activities are available together with extensive outdoor and indoor facilities for sports and athletics.

For prospectus and details of hostel and boarding accommoda-tion apply to the Registrar, Leicester College of Technology,

#### BRISTOL COLLEGE OF SCIENCE & TECHNOLOGY ASHLEY DOWN, BRISTOL 7

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#### SCHOOL OF PHARMACY

Head:

D. A. NORTON, B.Sc., F.P.S., A.C.T. (Birm.)

1963/64 SESSION

PHARMACEUTICAL CHEMIST QUALIFYING EXAMINATION

DEGREE OF BACHELOR OF PHARMACY OF THE UNIVERSITY OF LONDON

> Courses will commence on 19th September, 1963

Prospective students should make immediate application for prospectus and application forms to the Secretary and Registrar.

#### **BRIGHTON EDUCATION COMMITTEE**

#### BRIGHTON COLLEGE OF TECHNOLOGY

Principal: GORDON E. WATTS, C.B.E., M.A., Ph.D., B.Sc., F.R.I.C.

#### SCHOOL OF PHARMACY

Head of School:

James C. Parkinson, M.B.E., T.D., Ph.D., B.Pharm., F.P.S., F.R.I.C.

#### DEGREE IN PHARMACY

(B.Pharm. University of London)

#### Session Commences Tues., 24th Sept. 1963

Applications for places in the session commencing September 1964 must be made not later than January next. Excellent conditions of work and ample social and athletic activities characterise the School. Student demonstratorships are offered to suitable students who desire to continue their studies after graduation.

During the coming summer the School, together with the other departments of the College, will be completely rehoused in a new building with greatly improved teaching and research facilities.

For Prospectus apply to

THE REGISTRAR, College of Technology, BRIGHTON, 7.

# BRADFORD INSTITUTE OF TECHNOLOGY

DEPARTMENT OF PHARMACY

**COURSE FOR** 

# DEGREE IN PHARMACY (B. PHARM) OF THE UNIVERSITY OF LONDON

THREE YEAR COURSE FOR THE QUALIFYING EXAMINATION OF THE PHARMACEUTICAL SOCIETY.

Facilities for postgraduate work leading to the M.Pharm. and Ph.D. degrees of the University of London are available.

The 1963/64 session opens with the Department of Pharmacy occupying some 52,000 sq.ft. of the new Bradford Institute of Technology building. It offers the most up-to-date conditions for teaching and research, with residential, cultural, and athletic facilities to fulfil the standards required of a College of Advanced Technology.

Further particulars and forms of application from the Registrar, Dept. 38/J, Bradford Institute of Technology, Bradford, 7.

# CHELSEA COLLEGE OF SCIENCE AND TECHNOLOGY

MANRESA ROAD · CHELSEA · LONDON S.W.3.

### CHELSEA SCHOOL OF PHARMAGY

Approved courses for Internal

B.PHARM., M.PHARM., and PH.D. DEGREES of the UNIVERSITY OF LONDON are described in a prospectus obtainable free on application to the Secretary to the School of Pharmacy



## Yes, new design

We've redesigned the Rennies packs. Here they are. Deliveries have just started.

Just like the old ones, you say? That's the clever part. There are differences. Small, to make sure of retaining the immense, growing loyalty of millions of Rennies users. But effective. The name is clearer. Instructions are easier to read. The whole design is cleaner, more up-to-date.

It all adds up to more display impact. And that adds up to more and more sales of Rennies-Britain's largest-selling indigestion remedy.

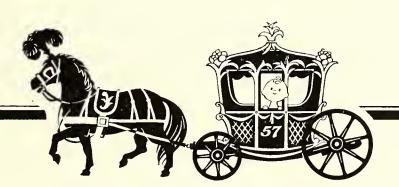


NICHOLAS N PRODUCTS BATH ROAD, SLOUGH, ENGLAND

Let Heinz help you sell more Baby Foods with their

# Fairy Godmother' contest!

1st Prize £1000 for baby. (£500 in cash and a £500 endowment policy maturing when the child is 11 years of age). 1,000 additional prizes of Tri-ang toys must also be won!



#### And every customer who enters buys 6 cans of Baby Food

Prepare now for the extra sales this great new contest will bring you. Heinz Baby Foods are being advertised in the leading women's magazines all the time and in addition Heinz will use a full page in the RADIO TIMES to announce the £1,000 'Fairy Godmother' Contest. Just ask your Heinz Representative for more stocks of Baby foods. See you've got plenty—and also let him show you the display material specially prepared for this brand-new contest. (It's the profitable thing to do!)

# Heinz 'Fairy Godmother' Contest

(APRIL 29TH TO JUNE 30TH)



# Everything for the Chemist—



NOT QUITE but . . .

we have the most COMPREHENSIVE STOCKS of the VEGETABLE DRUGS in the British Isles. We manufacture GALENICALS and TABLETS, PILLS, CAPSULES, etc. as well as Wholesaling Proprietary Products and Photographic Chemicals and Equipment.



ASHFIELD, HORTON RD., BRADFORD. Ansafone 31124 and 35 THORNIELEE, CALDERWOOD 6, E. KILBRIDE

Phones:

Bradford 32281/5. E. Kilbride 21890.

## TWO HAIR TREATMENTS TO RECOMMEND

The only DANDRUFF TREATMENT with a BIG reputation in 9 European Countries



Brings instant relief in the most severe cases

Dandruff in its worst form responds immediately to Gill's Dandruff Remover Medicated Shampoo, a product sufferers will appreciate and bring you many repeat sales.

PRICES:

Wholesale 18/8 (plus P.T.) per dozen to retail at 2/9 per bottle. Sachets: 5/- (plus P.T.) per dozen (minimum order 3 dozen). Retailing at 9d. each (inc. P.T.)

Also made and distributed by

EUGENE-GALLIA Paris and Barcelona

BEAUTISALES LTD., 35 OLD BOND STREET, LONDON, W.I. Telephone: HYDe Park 2565-6 Eire Agents: MUR-RA LTD., 10b Fishamble St., Dublin, Eire . . . and for customers with thin and falling hair — you can recommend with fullest confidence

# Jochem's WONDERFUL DUTCH HAIR PREPARATION

Hundreds of Testimonials from both men and women

Your customers whose hair is becoming thin or falling or who suffer from premature baldness will thank you for recommending Jochem's. A sure money maker.

PRICES:

114/- per dozen or 10/- per bottle for less than one dozen. (All prices plus P.T.). To retail at 17/6 per bottle (inc. P.T.)

# Zestone

The new vitamin tonic for children

#### NOW NATIONALLY ADVERTISED

'Fills a gap previously vacant'

say London chemists

Following its successful test launching in London and South-Eastern England, Zestone is now being launched on a national scale. Chemists throughout the London Area are more than enthusiastic. Launched during the worst winter for eighty years when even trade was frozen, Zestone has gone from success to success.

Zestone not only has consumer appeal but has won the chemists' confidence. "Everything they say about this product is true" says an M.P.S. from Slough.

A concentrated national press advertising campaign started on April 20.

#### Zestone is supplied to Chemists only

Zestone is a chemists only product.

The Zestone formula is the outcome of the latest knowledge in child nutrition. It has been formulated to meet the needs of the growing child by one of the country's leading specialists in nutrition. It is manufactured in one of Britain's largest and most modern pharmaceutical factories and under the strictest control and supervision.

Zestone Formula

Each 30 ml. contains

Vitamin A 4,000 units

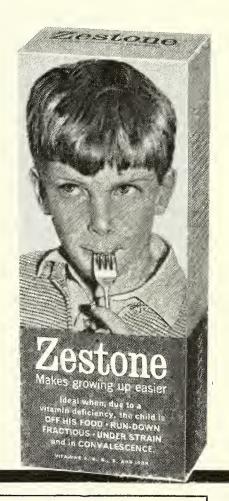
Vitamin B, 2 mg.

Vitamin B<sub>12</sub> 10 micrograms

Vitamin D 400 units

Iron & Ammonium Citrate Green

B.P.C. 1949 1.25 g.



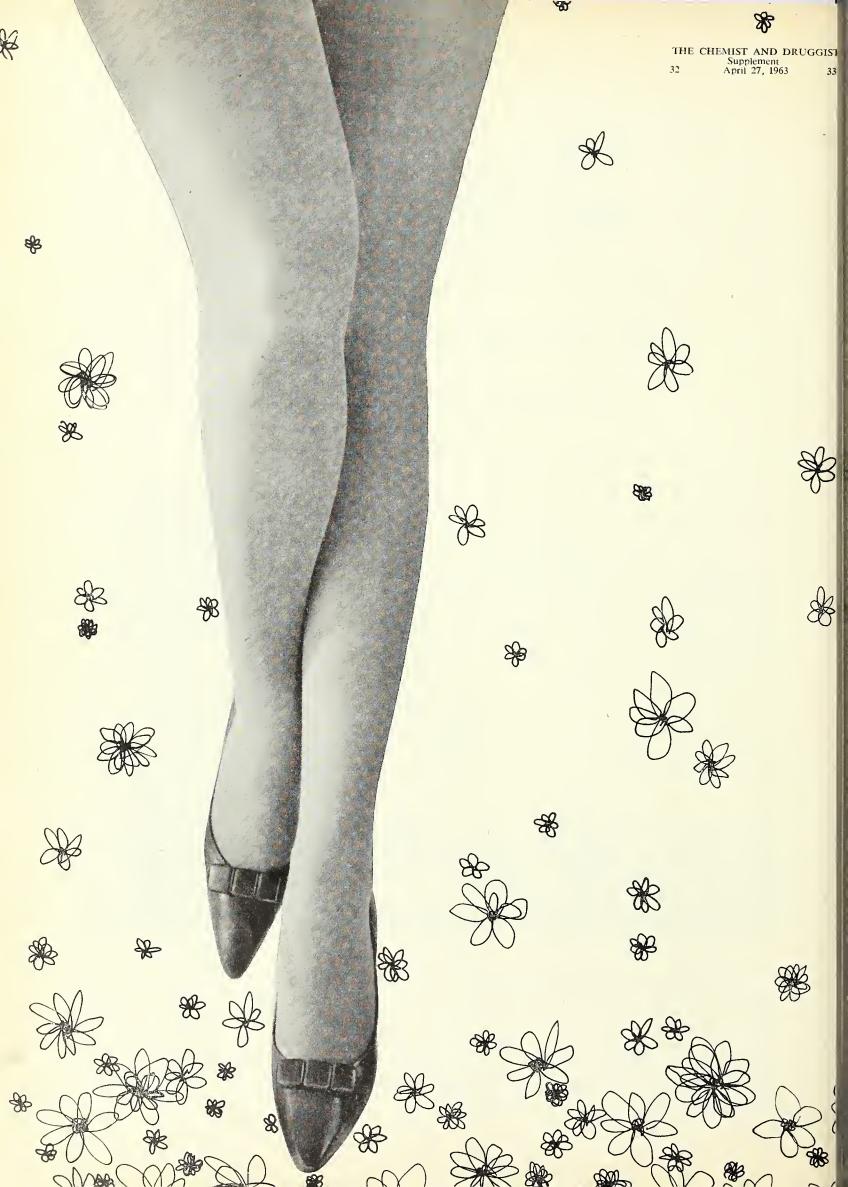
YOUR WHOLESALER STOCKS ZESTONE

TRADE TERMS

Retail Price 5/6 per bottle Trade Price 49/6 per doz. Your Profit  $1/4\frac{1}{2}$  per bottle

Zestone is manufactured in England for

PYBUS, WESTHEAD & CO. LTD., 18 SLOANE STREET, LONDON S.W.1. Belgravia 3959



# INTRODUCING

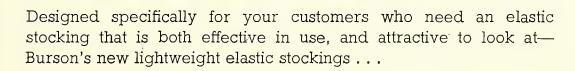


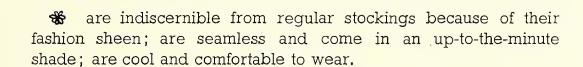


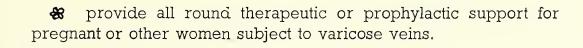
# BURSON®



## STOCKIN







🟶 are issued in six stocking sizes—just like ordinary stockings — to facilitate fitting.

are prescribable under the N.H.S.

# BURSON Lightweight THE SUPPORT STOCKINGS THAT GIVE MORAL SUPPORT AS WELL

Sole Distributors: Fassett & Johnson Limited 86 Clerkenwell Road London, E.C.1

































#### YOU'RE BOUND TO WIN

WITH

Linc-O-Lin

BECAUSE THE ODDS ARE WITH
YOU TO GAIN MANY NEW CUSTOMERS AND POCKET HUGE
WINNINGS—IF YOU CARRY THESE

EXCITING Line of Line PRODUCTS THAT LEAD THE FIELD.

NEW FOIL FOR SINGLE APPLICATION BEER SHAMPOO. Same high quality beer shampoo—same low price.



NEW LACQUER REMOVING SHAMPOO SACHETS. Takes care of a serious modern day hair problem. Packed in eyecatching display box of 6 dozen sachets, 25/- per box plus 25% P.T. (Suggested retail 7½d.)

NEW UNIVERSAL HAIR TREATMENT SINGLE APPLICATION SACHET, mounted on 'instructions for use' card. Solves practically any hair problem. Packed in attractive display box of 3 dozen sachets, 14/- plus 25% P.T. (Suggested retail 9d.)





PLACE THESE "FAVOURITES" ON YOUR SHELVES THEY'RE ALL WINNERS!

From your wholesaler, or write:

LINCOLN CHEMICALS LTD.

14a NEW BROADWAY, LONDON, W.5

FOR ONLY £82 THIS NEW-STYLE



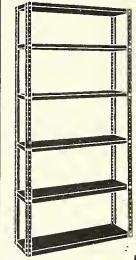


- £999.19.11½ Adding Capacíty
   £99.19.11½ Feather-touch
   Keyboard Printed Tícket
  - Printed Audit Record14-Key Classification
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All British made

THE National COUNTAMATIC

THE NATIONAL CASH REGISTER COMPANY LTD 206-216 MARYLEBONE ROAD LONDON NW1 PAD 7070



# STEEL SHELVING HEAVY GAUGE

FREE delivery within 14 days. N. 5cotland, Ireland, I.O.M. 10% extra

71" high × 34" wide, 12" deep with 6 shelves as illustrated, C.W.O. or C.O.D.

Each shelf will hold over 3 cwt. 5helves adjustable every 2". Stove enamelled dark green. White enamel units 50% extra.

Height	Width	Depth	Shelves	Price	3 or more	Shelves
71"	34"	9"	6	58/-	567-	7/-
71"	34"	12"	6	60/-	58/-	8/-
71"	34"	15"	6	69/-	67/-	9/6
71"	33⅓″	18"	6	81/-	797-	11/6
85"	34"	12"	6	68/-	66/-	8/-
85"	42"	12"	6	86/-	84/-	11/-

#### HANDY DRAWER UNIT

42" high, 13" wide, 12" deep. 20 DRAWERS: 5" wide, 3" high, 11½" long. 5 tove enamelled dark green. Direct from manufacturers. Write now for list of other sizes.

£7.15.0

C.W.O. or C.O.D.

Buy direct from the manufacturers.
ROCHDALE METAL PRODUCTS
Dept. C.D., Shawclough Works, Waterfoot,
Rossendale, Lancs. ROSsendale 2450
Contractors to H.M. Government and United
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EXPORTERS OF STEEL SHELVING



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# THE FINEST

# COLOUR

FAST RETURN SERVICE For Developing and Enprinting of Colour Negative Films and Reversal Films.

TRANSCOLOR Reversal enprints and Large enprints from all transparencies up to  $2\frac{1}{4} \times 3\frac{1}{4}$  ins.

MINIPRINTS are available from 18 x 24 mm. and 24 x 36 mm. formats.



#### HAMILTON TAIT LTD

COLOUR PROCESSING LABORATORY
PENICUIK, MIDLOTHIAN · TEL: PENICUIK 474 (2 LINE5)

# Cut shopfitting costs with









## SHELVING

KNOWN THROUGHOUT THE WORLD

#### OUTSIDE LABOUR NEEDED TO ASSEMBLE NO

Fitting or refitting your shop with Remploy-Lundia prefabricated shelving saves you money. It needs no outside labour to assemble . . . it costs far less than custom-built installations . . . and it is remarkably adaptable.

Because of the comprehensive range of sizes, Remploy-Lundia Shelving can fit into any given wall space to within 6 inches. Each shelf is adjustable—can be moved up or down at intervals of  $\frac{3}{4}$  inch.

Any combination of widths can be joined together, and extension bays are easily added to existing Remploy-Lundia units.

Made from polished hardwood in natural finish, Remploy-Lundia Shelving is smart looking as well as practical. Remploy-Lundia can cost as little as 70/- per foot by 6ft. high.

TO: REMPLOY LIMITED, Remploy House, (Dept. C.D.14) 415	Edgware Road, N.W.2
Please send me full details of Remploy-Lundia Shelving	Tel: GLA. 8020
NAME	• • • • • • • • • • • • • • • • • • • •
ADDRESS	



Easy to assemble Strong fully inter-locking bars fit neatly into one another, securely holding top, bottom and centre shelf to uprights. Shelves simple to adjust Special spring clips plug into uprights of Remploy-Lundia Shelves at § inch intervals. The shelves, grooved at both ends, slide along the clips, completely concealing them. Shelf grooves do not show from front view.



# Stock

# pure olive oil from SPAIN...

#### AND PROFIT BY NATIONAL ADVERTISING!

There's nothing so pure, so gentle, so effective as Spanish Olive Oil for taking good care of delicate skin. This is the message that is still attracting mothers by the million in Britain's biggest ever advertising campaign for pure Spanish Olive Oil.

Large space advertisements are appearing continually in all the important "Mother and Baby" magazines throughout the Spring and Summer. Be sure you are ready to meet the demand by ordering now and displaying stocks clearly.





# **PEOPLE**

## will read **Radio Times** with advertising for **STERADENT**

1963 brings the strongest and most persuasive campaign in Steradent history. What's behind it? The huge circulation of Radio Times.

Steradent users—in testimonial advertisements-will be telling the millions who read Radio Times why they changed to Steradent. Advertising that will be seen again and again. In the nine days each issue of Radio Times spends in the home. Nine days of regular reference.

When Steradent take space in Radio Times, you can be sure there's extra business coming your way.

REMEMBER, IT PAYS TO STOCK AND DISPLAY GOODS ADVERTISED IN

# Radio

# Enough to turn the heads of

## 15 MILLION WOMEN!

(that's how many can see (1001-(10 ads)

- \*Big spaces, full colour in the top women's weeklies-
- \* Dominating spaces in the top daily and top Sunday newspapers-
- \* Unduplicated readership of 15 million women-

That's how Color-Glo advertising sets out to win new customers for you and remind old customers it's time to buy again. When they come into your shop, welcome them with Color-Glo displays. And if you haven't got all thirteen beautiful shades in stock, now's the time to order.

- ◆ DEEP RICH CHESTNUT ◆ WARM CHESTNUT
- BLACK TULIP AUBURN DEEP AUBURN
- GOLDEN CHESTNUT MOLTEN GOLD
- DOVE GREY HONEY BROWN

and the famous Color:Glo **Brown-Sherry Shades** 

- DARK BROWN SHERRY
- BROWN SHERRY
- AMBER-BROWN SHERRY
- LIGHT SHERRY



Semi-permanent Hair Colouring

Price 24/- per dozen bottles, plus tax. Retail 3/6 per bottle

Manufactured and distributed by:

#### GOLDEN LIMITED

Berkeley Square House, Berkeley Square,

London W.1. Mayfair 8240

Republic of Ireland enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin



# CARNATION CHARLIE' ON THE MARCH AGAIN!

## for the most popular corn remover

On 10 ft. high posters in the big cities and towns, and advertisements in the National Press this summer, our famous tramp will be featuring CARNATION CORN CAPS and advertising them as "FROM ALL CHEMISTS."

All you have to do is to ensure you have them on display all the time and there will be regular easy sales!

#### CARNATION CORN CAPS—A "BEST SELLER"

Retail 1/6 PER PACKET (INCL. P. TAX)

Trade 124/- GROSS + P. TAX 31/-

**GENEROUS BONUS ON QUANTITIES** 

And for Callouses, CARNATION CALLOUS CAPS
Retail I/9 Packet: Trade II/4 dozen plus P. Tax 2/10 dozen

A PRODUCT OF

Cuxson, Gerrardela Ltd.

OLDBURY, BIRMINGHAM

Telephone: BROadwell 1355 (5 lines)

# 13 TO THE DOZEN — May Introducto

# LAUNCHING A NEW COSMETIC RANGE—

# aronde

the first Nationally Advertised ROLL-ON DEODORANT in 3 STRENGTHS

Over 20,000,000 women will see aron in 'WOMAN' 'WOMAN' SOWN' 'FLAI 'WOMAN'S MIRROR' 'VALENTINE'

Already a great success in America, the 3-strengths deodorant is a natural for every woman and teenager. They'll go for the only roll-on deodorant that assures day-long freshness whatever the occasion—aronde.

50% Profit on cost plus the 13 to the dozen offer on aronde deodorant retailing at 5/3 each.

aronde cosmetics ARONDE LABORATORIES LTD, SHERBOURNE AVENUE, BINSTEAD, RYDE, I.

# RONUS Offer!

Start to profit NOW!
Take advantage of the special opening of the formula of the following the special opening of the special opening opening of the special opening openi

UT YOUR ORDER IN RIGHT AWAY O YOUR USUAL WHOLESALER R DIRECT TO ARONDE

# dvertisements VANITY FAIR'



/de 3761

whatever the occasion you're nice



nice



nice



You'll be a dent charmer all day and every day. aronde makes sure of that. aronde is something new. It's the only roll-on deodorant in three strengths—SUBTLE, MEDIUM, ACTIVE. So simple, so sensible, to choose whichever is right for you—right for the average

-right for the average day—right when extra activity demands extra care. Choose aronde and know you're nice, nice, nice.

aronde



STRENGTHS
PERFUMED ROLL-ON
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\* Subtle \* Medium \* Active—each at 5/3—stick deodorants, each at 2/11—deodorant talcs, each at 2/6. Also a thrilling range of cosmetic & toilet holdalls. **₩** Whole Single Column Prescribed for good looks and long wear

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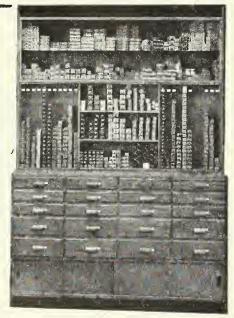
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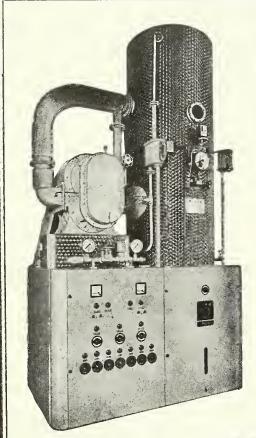
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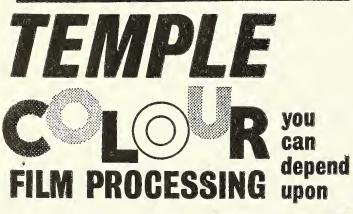
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(490 beds)
Locum Pharmacist
required for several months from 1st June,
1963, Applications to Hospital Secretary,
with names of two referees. C 8196

### BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

Modern department approved for training students. Salary scale £810-£1,060 per annum, plus higher qualification allowance and plus higher qua London Weighting.

Please apply Hospital Sccretary, giving details of age, training, experience and two names for reference.

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for holiday relief duty in the hospitals of the Group, 13th May to 28th Sept, inclusive. Salary 19 gns, p.w. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 634

## ENFIELD GROUP HOSPITAL

ENFIELD GROUP HOSPITAL
MANAGEMENT COMMITTEE
Senior Pharmacist
required for duties within the Group, based
at Chase Farm Hospital, Salary scale £810—
£1,060 plus London Weighting Allowance.
Applications giving full details of qualifications and experience together with the names
and addresses of two referees to the Group
Secretary, Chase Farm Hospital, The Ridgeway, Enfield, Middlesex, quoting reference
75/63.

C 8130

#### CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

in charge at Mildmay Mission Hospital for holiday relief duty: 24th to 29th June, 1963. Salary £23 2s, per week, Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2 C 633

#### DULWICH HOSPITAL, EAST DULWICH GROVE,

LONDON, S.E.22
Senior Pharmacist

Applications invited for the post of Senior Pharmacist. Salary scale £810—£1,060 plus London Weighting allowance. Part-time considered, Apply Chief Pharmacist. C 8145

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required, Interesting and varied duties in pleasant department. Canteen facilities, Salary according to age, £305 at 18 rising to £465 at 22 and annually thereafter, according to age, to maximum £620. Certificated applicants £50 extra at all ages, rising to £700 per annum, Application to the Hospital Secretary.

C 8192

## ENFIELD GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant required 3rd June for duties within the Group, Salary £230 to £580 according to age, plus London Weighting Allowance, further £50 if holding Certificate, Applications with the names and addresses of two referees to the Group Secretary, Chase Farm Hospital, Enfield, Middlesex, quoting reference 82/63.

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#### THREE COUNTIES HOSPITAL, ARLESEY, BEDFORDSHIRE

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Assistant. Salary and Conditions as Whitley
Council scale, £425 at age 22 or over, rising
to £575 per annum. Accommodation available for single man or woman applicant. Applica-tions, stating age and experience, together with the names and addresses of two referees should be sent to The Medical Superinten-

#### Appointments—Continued

#### GROVE PARK HOSPITAL, **LEE, S.E.12**

Chief Pharmacist Category II, £940 to £1,260 plus London Weighting allowance. Applications naming two referees to Group Secretary, Lewisham Hospital, High Street, S.E.13. C 632

#### LEAVESDEN HOSPITAL, ABBOTS LANGLEY Nr. WATFORD, HERTS

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Applications stating age and experiment

to interview.

Applications stating age and experience, together with the names of two referees to be sent to the Group Secretary, Leavesden Hospital, Abbots Langley, nr. Watford, Herts.

C 8179

#### LEWISHAM HOSPITAL, **HIGH STREET, S.E.13**

Senior Pharmacist required. Applications stating age, qualifica-tions and experience, and names of two referees to Chief Pharmacist. C 636

#### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

Locum Pharmacist
required from May 13th, Salary £19 19s, per
week, Modern department, Every third Saturday morning off, Applications to the Chief
Pharmacist (Tel.: STE, 4251), C 8184

#### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1

**Pharmacist** Pharmacist
required at above hospital from May 13th,
Modern department offering good general
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Whitley Council salary scale, Applications
in writing, stating age, qualifications and experience, together with the names of two
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#### MOORFIELDS EYE HOSPITAL

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Applications are invited for the post of Dispensing Assistant (female), preferably with Certificate of Society of Apothecaries or other recognised qualification, Whitley Council salary and conditions of service, Apply in writing, giving names of two referees, to the Chief Pharmacist, Moorfields Eye Hospital, London, E.C.1.

#### MOORFIELDS EYE HOSPITAL

Locum Dispensing Assistant

(Apothecaries' Hall) required immediately. Apply, in writing, to Chief Pharmacist, Moorfields Eye Hospital, City Road, London,

#### NEASDEN HOSPITAL, BRENTFIELD ROAD, LONDON, N.W.10 (203 beds)

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Category II required, Modern Department, no Out-patients, Applications to Group Secretary, Central Middlesex Group H.M.C., Acton Lane, London, N.W.10, immediately,

#### ROYAL ALEXANDRA INFIRMARY, **PAISLEY**

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C 8188

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C8191

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The Managing Director, UNITED CHEMISTS ASSOCIATION LIMITED, UCAL WORKS, CHELTENHAM

C 5185

#### Appointments—Continued

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LONDON, S.E.1
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required. Applications in writing to Hospital Secretary.

## THE LONDON HOSPITAL,

WHITECHAPEL, E.1
Locum Pharmacist
required immediately for several weeks, Salary £19 19s, per week, Applications to House
Governor. C 8195

## THE LONDON HOSPITAL,

WHITECHAPEL, E.1
Dispensing Assistant
required at the above hospital, Write C 8194

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C 5198

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The Registrar

The Registrar, Pharmaceutical Society of Ireland, 18 Shrewsbury Road, DUBLIN, 4.

C 5184

TABLET MAKERS. Experienced workers or those seeking an opportunity to broaden experience in tablet production are asked to apply, in writing, outlining career to date. London area, Five-day week, Pension scheme, Page C 5202

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REPRESENTATIVE with U.C.T.A. Diploma and 6 years' selling experience wishes training with medical laboratory. No medical experience, Knowledge of anatomy and physiology, Reply Box C 5183.

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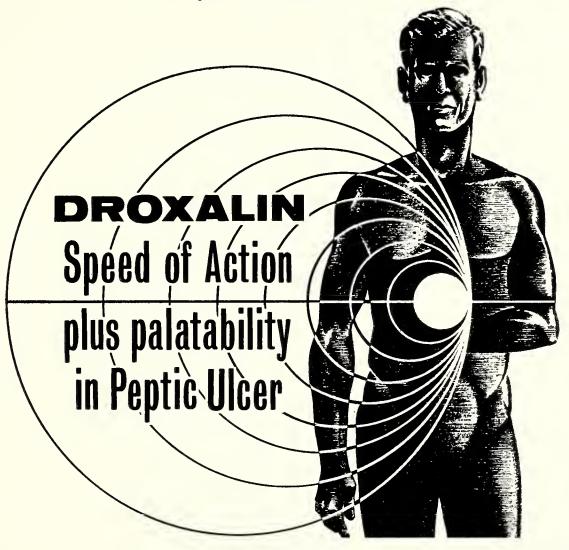
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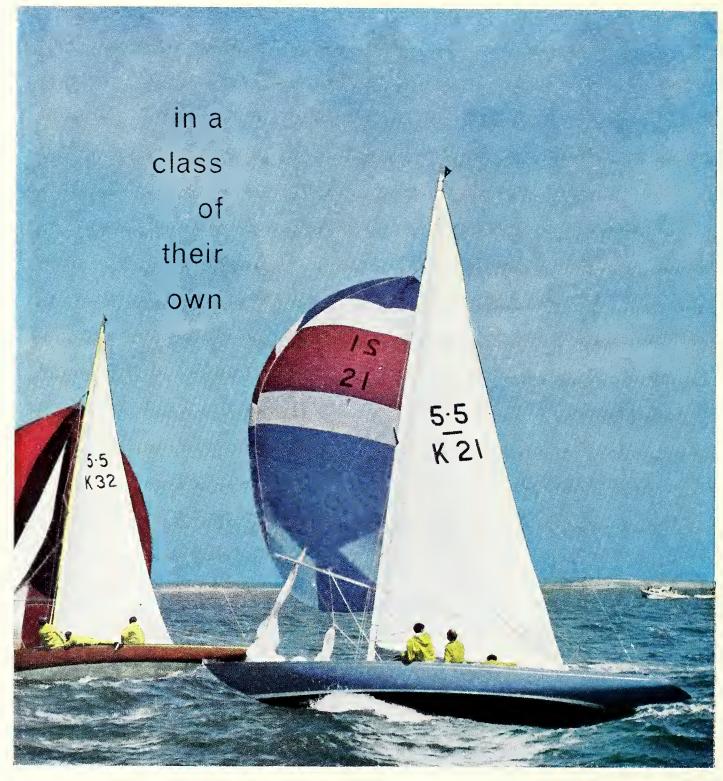


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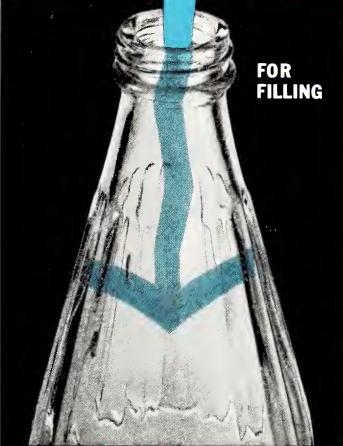
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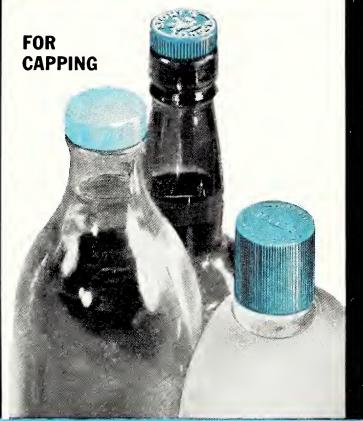
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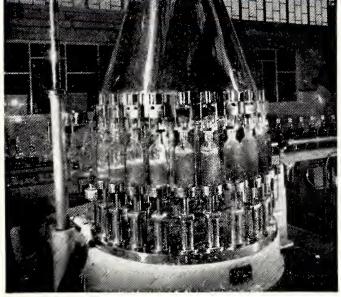
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